



# GRAIN & FEED JOURNALS

## CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*

## Do You Deal With Strange Truckers?

We have exposed so many of the sharp tricks of the roving truckers during the last two years we are amazed at the ease with which they continue to hook new confiding customers.

Most of the patrons of the average grain dealer are honest, plain dealing folk unaccustomed to swindling practices, so the grain buyers naturally greet new customers as men with honest motives.

The slickers, dressed in farmers' attire, give the impression that they are *not* posted on the grain markets, and never hesitate to pay over the market when buying, or, to accept less than the market when selling. Inasmuch as they are able to control the weight of their load with a concealed hydraulic jack, the price they pay or receive matters little. Other truckers have depended upon rubber checks for their profits. A few of the imposters now languish in durance vile, some have sought green pastures in distant climes, but all will be back at their old tricks before long because they have found the confiding grain merchant such an easy mark.

We trust that every grain dealer who received a front cover of our April 14th number has it posted in a prominent place, as a warning to farmer patrons

accustomed to selling grain to or buying grain from strange truckers. The twenty-four portraits of truckers arrested for swindling grain dealers should fill every reader with caution in dealing with strange truckers.

However, it seems reasonably certain that every one of the offenders who escaped the clutches of Illinois sheriffs immediately went to Story county, Iowa, for all nomads, much to the disgust of the sheriff and county attorney, received a warm welcome there, as is clearly reflected in the following appeal:

**To the Grain Dealers of Story County, Iowa:**

Gentlemen: During the past two years, there has been a large grain business carried on by you with truckers from Missouri. Many of these boys have been and are good financially but there are likewise many who are not good. In Story County, I would roughly estimate that the various grain dealers have taken more than \$50,000 in bad checks from these men in the past two years.

The Sheriff and County Attorney have worked hard to help you recover this money and in many cases have been successful. In others, it has been necessary to confine the person drawing the check in the Penitentiary and no less than eight are now serving time in the penitentiaries of this State, from this County. In some cases, we have not been able to do anything.

The Sheriff and myself have spent much time in faraway places where we have met

with every kind of treatment as we tried to take these men from the various communities in Missouri, Kansas, and Nebraska. We have sought the higher powers of these states to assist us so many times on these check cases that they are wondering what is wrong up here and why our grain men continue to accept checks from strangers living in other states, some as far as eight hundred miles away.

Not only is this bad check business taking up so much of the time of the Sheriff and myself that we hardly have time for the regular duties of our offices, but it is also very costly to Story County and to the State of Iowa.

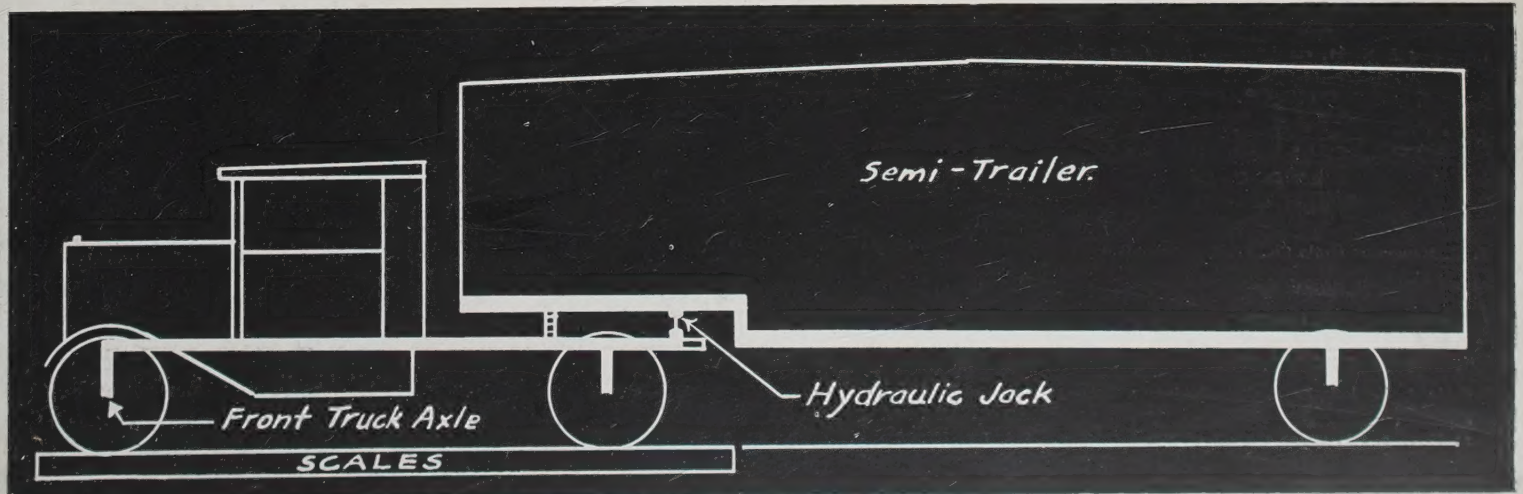
For these reasons, we are asking that from this time on, you deal with these foreign truckers on a cash basis. We cannot continue this constant traveling to foreign states to collect these checks and if checks are taken from now on, you must do so with the understanding that it is a business transaction between yourself and the hauler, and if he is smart enough to sell you one of his bad checks, it will then be up to you to handle the matter yourself.

We are always ready and willing to go to the end of the road to stop crime and apprehend persons who have committed crime but we feel that we should have the assistance of you people. If you refuse to take the checks, they cannot commit the crime and we will have none of it. Many grain dealers have gone through the whole thing without a loss. Others, I am sorry to say, have lost thousands of dollars.

From now on, let's require cash and we will all be far ahead in the end. Yours truly,

FRANK H. LOUNSBERRY,  
County Attorney.

(Concluded on Page 155)



Courtesy Capper's Farmer.

Do You Understand How Fraudulent Truckers Operate Concealed Hydraulic Jacks to Defraud Grain Dealers on Weights? A Hydraulic Pump, a Release Valve, and a Pressure Gauge, Concealed in the Truck's Cab Operate the Jack Between the Frame of the Tractor and the Bottom of the Trailer Behind the Rear Wheels of the Tractor. This Jack Is Expanded to Shift the Weight of the Load on Either the Gross Weight or the Tare Weight, Depending Upon Whether the Trucker Is Buying or Selling, and Weighs His Load Heavy or Light as He Desires.



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

## AMARILLO, TEXAS

Grain Exchange Members  
Burrus Panhandle Elevators, public storage-mdsing.  
Great West Mill & Elevator Co., millers, grain dealers.  
Henneman Grain & Seed Co., seeds and grain.\*  
Kearns Grain & Seed Co., grain-field seeds.\*  
Stone, Lester, grain merchant.

## BALTIMORE, MD.

Chamber of Commerce Members  
Beer & Co., Inc., E. H., grain, hay, seeds.\*

## BUFFALO, N. Y.

Corn Exchange Members  
American Elvtr. & Grain Div., recrs., shprs., consmts.\*  
Cargill, Incorporated, grain merchants.  
McConnell, E. E., consignments, brokerage.\*  
Lewis Grain Corporation, consignments.  
McKillen, Inc., J. G., consignments.\*  
Provost, S. E., grain and feed broker.\*  
Wood Grain Corp., consignments, brokerage.\*

## BURLINGTON, IOWA.

Member Chicago Board of Trade  
Bartlett-Frazier Co., grain merchants.\*

## CEDAR RAPIDS, IOWA

Federal-North Iowa Grain Co., country run grain.\*  
Piper Grain & Mfg. Co., receivers and shippers.  
Wilder Grain Co., grain merchants.\*

## CHICAGO, ILL.

Board of Trade Members  
Bailey & Co., E. W., grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Dole & Co., J. H., recvs.-comm. mchts.\*  
Harris, Burrows & Hicks, grain & prov., futures.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Hulburt, Warren & Chandler, grain commission mchts.\*  
Lamson Bros. & Co., grain, stocks, provisions.\*  
Norris Grain Co., grain merchants.\*  
Quaker Oats Co., grain merchants.

## CLEVELAND, OHIO

The Bailey Cain Co., shpr. grain, mill'd, oil, c.s. meal\*  
The Cleveland Grain Co., home office.\*

## COLUMBUS, OHIO

Cummings & McAlister, brokers grain, feed, oil.\*  
Dill Grain Co., L. J., shippers grain-feed.

## CINCINNATI, OHIO

The Early & Daniel Co., grain and feed service.\*

## DALLAS, TEXAS

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*

## DECATUR, ILL.

Baldwin Elevator Co., grain merchants.\*  
Evans Elevator Co., grain, Chicago B. of T. Members.\*  
Hight Elevator Co., grain merchants.\*  
Livergood & Hight, consignments & futures solicited.\*

## DENVER, COLO.

Grain Exchange Members  
Ady & Crowe Merc. Co., The, recvs. shprs., consignments.\*  
Intermountain Elevator Co., recvs. shprs. consignments.\*

## ENID, OKLA.

Board of Trade Members  
Fenquay Grain Co., optrs. country elvtrs., gr. mdsg.\*  
General Grain Co., term. elvtr., gr. merchants.  
E. R. Humphrey Grain Co., grain merchants.\*  
Johnston, W. B., wheat, coarse gralas, field seeds.\*  
Salina Terminal Elvtr., optrs. Southwest Term. Elvtr.

\*Members Grain & Feed Dealers National Assn.

## FORT DODGE, IOWA

Bulplitt Grain Co., grain merchants.\*

## FORT WORTH, TEXAS

Grain and Cotton Exchange Members  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Brackett Grain Co., brokerage, consignments.\*  
Carter Grain Co., O. M., brokerage and consignments.\*  
Davitt Grain & Feed Co., grain merchants.  
Lone Star Elevators, public storage-merchandising.  
Rogers Co., E. M., brokerage and consignments.\*  
Smith-Ingraham Grain Co., domestic-export grain.  
Strader, Ralph, brokerage, consgnts., merchants.  
Transit Gr. & Comm. Co., consignments-brokerage.\*

## GALVESTON, TEXAS

Shaw, Thomas F., grain exporter.\*

## HUTCHINSON, KAN.

Farmers Co-Operative Comm. Co., grain storage.  
Smoot Grain Co., oper. Grain Belt Elevator.\*

## INDIANAPOLIS, IND.

Board of Trade Members  
Cleveland Grain Co., grain commission.\*

## KANSAS CITY, MO.

Board of Trade Members  
Christopher & Co., B. C., cash and options.\*  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
The Kansas Elevator Co., mlg. wheat, corn, oats, barley.\*  
Meservey-O'Sullivan Grain Co., gr. mchts. congnts.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Mid-Continent Grain Co., grain merchants-consignments.\*  
Scouler-Bishop Grain Co., consignments.\*  
Vanderslice-Lynds Co., Kafir, milo, consignments.\*  
Wolcott & Lincoln, Inc., consignments.\*

## LOS ANGELES, CALIF.

Member Chicago Board of Trade  
Clyde Vedder & Co., broker, grain, provisions, stocks.

## LOUISVILLE, KY.

Board of Trade Members  
Zorn & Co., S., receivers and shippers.\*

## MEMPHIS, TENN.

Merchants Exchange Members  
Buxton, E. E., broker and commission merchant.\*

## MILWAUKEE, WIS.

Grain & Stock Exchange  
Stratton Grain Co., grain merchants.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members  
Bunge Elevator Corp., grain merchants.  
Cargill, Incorporated, milling wheat.\*  
Hallet & Carey Co., grain merchants.  
Hiawatha Grain Co., screenings.\*  
McGuire Company, Arthur, shprs. b'wheat. m/wh't.\*  
Scroggins Grain Co., grain merchants.\*

## OMAHA, NEBR.

Grain Exchange Members  
Bartlett-Frazier Co., grain merchants.\*  
Bell-Trimble Co., recvs. and shippers.\*  
Udike Grain Corp., receivers & shippers.\*

## PAXTON, ILL.

Watson Grain Co., corn & oats brokers.\*

## PEORIA, ILL.

Board of Trade Members  
Bowen Grain Co., H. D., grain commission.\*  
Cole Grain Co., Geo. W., receivers and shippers.  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*

## PHILADELPHIA, PA.

Commercial Exchange Members  
Markley, P. R., grain broker.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange  
Rogers & Co., Geo. E., receivers, shippers.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

Grain Exchange Members  
Archer-Daniels-Midland Co., grain merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Dannen Grain & Mfg. Co., grain mchts.-consignments.  
Stratton Grain Co., grain merchants.\*

## ST. LOUIS, MO.

Merchants Exchange Members  
Anheuser-Busch, Inc., feed grains.\*  
Ballard-Messmore Grain Co., consignments-futures.\*  
Fuller-Woolbridge Com. Co., gr. & millets all kinds.\*  
Jostes-Lusk Grain Co., grain merchants-consignments.\*  
Knowlton Grain Co., wide awake grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Mullally-Evans Co., everything in grain.\*  
Nanson Commission Co., grain commission.\*  
Schwarz Grain Co., grain dealers, consignments.\*  
Terminal Grain Co., grain, soybeans, consignments.\*

## SALINA, KANS.

Eberhardt-Simpson Grain Co., general mchts.\*  
Smoot Grain Co., oper. Salina Terminal Elevator.\*

## SAN ANTONIO, TEXAS

King Co., Douglass W., sorghums, corn, s/corn, cane sd.\*

## SIDNEY, OHIO

Wells Co., The J. E., wholesale grain.

## SIOUX CITY, IOWA

Grain Exchange Members  
Flanley Grain Co., also office at Omaha, Neb.\*

## TOLEDO, OHIO

De Vore & Co., H. W., consignments, futures, tr. buyers.  
Rice Grain Co., "Oats Specialists."\*  
Southworth & Co., E. L., consignments, futures.

## TOPEKA, KANSAS

Derby Grain Co., gen'l grain merchants.\*

## WELLINGTON, KANS.

Wolcott & Lincoln, Inc., optrs. Wellington Term. Elvtr.

## WICHITA, KANS.

Board of Trade Members  
Adair-Morton Grain Co., wheat, corn, oats, barley.\*  
Craig Grain Co., wheat specialists, consignments.  
Smith-McLinden Grain Co., wheat, corn, grains, feeds.  
Wallingford Grain Corp., Sam P., grain and storage.  
Wichita Terminal Elvtr. Co., gen'l elvtr. business.\*

## WINCHESTER, IND.

Goodrich Bros. Co., wholesale grain and seeds.\*

Grain & Feed Journals Consolidated, a merger of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1928), and Price-Current-Grain Reporter (Est. 1884). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed, and field seed. 332 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year, 25c per copy. Entered as second class matter November 27, 1930, at the at Chicago, Ill., under the act of March 3, 1879. Vol. LXXIX. No. 4. August 25, 1937.

Use Universal Grain Code and Reduce Your Telegraph Tolls



Corn Exchange  
Members

# BUFFALO

Corn Exchange  
Members

**Wood Grain Corp.**  
**CONSIGNMENTS—BROKERAGE**  
BUFFALO, N. Y.

## American Elevator & Grain Division

Russell Miller Milling Company  
RECEIVERS, SHIPPERS AND ELEVATOR OPERATORS  
CONSIGNMENTS SOLICITED

*Our System of Terminal Elevators, enables us to give prompt service and reliable quality on coarse grains, durums and protein milling wheats.*

**E. E. McCONNELL**  
*Consignments — Brokerage*  
BUFFALO, N. Y.

## Lewis Grain Corp.

*A good firm to consign to*  
Corn—Oats—Soft Wheat—Barley  
BUFFALO NEW YORK

**J. G. McKILLEN, INC.**  
RECEIVERS  
Consignments a Specialty  
BUFFALO NEW YORK

Grain Exchange  
Members

# DENVER

Grain Exchange  
Members

## CIPHER CODES

We carry the following cipher codes in stock:  
Universal Grain Code, board cover...\$1.00  
Robinsons Cifer Code, leather..... 2.50  
Dowling's Grain Code..... 3.00  
Miller's Code (1917), cloth..... 2.00  
Cross Telegraphic Cipher (10th edition) 4.00  
Peerless Export Grain Code.....85.00  
A. B. C. Code, 5th Ed., with sup.....20.00  
Baltimore, Export Cable Code.....15.00  
Bentley's Complete Phrase Code.....10.00  
Riverside Flour, Improved (6th Ed.)...12.50  
Calpack Code (1923).....10.00  
All prices are f. o. b. Chicago

**GRAIN & FEED JOURNALS**  
Consolidated  
332 S. La Salle St. Chicago, Ill.

## Intermountain Elevator Company

and FORT MORGAN MILLS, INC. DENVER, COLORADO  
Receivers, Shippers, and Elevator Operators  
**CONSIGNMENTS SOLICITED**

Ample storage, constant stocks, and country connections enable us to give prompt, efficient service, and dependable quality on coarse grains, and protein milling wheats.

## THE ADY & CROWE MERCANTILE CO.

Denver, Colorado  
Receivers and Shippers — Grain and Beans  
Consignments Solicited

Chamber of Commerce  
Members

# MINNEAPOLIS

Chamber of Commerce  
Members

**HALLET & CAREY CO.**  
**Grain Merchants**  
Minneapolis Duluth Winnipeg

## Future Trading

Upon Organized Commodity  
Markets

by G. Wright Hoffman

Reviews the development and extent of future trading in the various commodities and markets; explains effect of future trading on price stabilization and operation of future markets. Cloth bound, 500 pages, price \$5.00, plus postage. Weight, 3 lbs.

**Grain & Feed Journals**  
Consolidated

332 S. LaSalle St. Chicago, Ill.

When writing advertisers mention Grain & Feed Journals Consolidated. By so doing you help both yourself and the publication.

COAST TO COAST GRAIN SERVICE

# CARGILL

INCORPORATED  
MINNEAPOLIS, MINN.  
761 Chamber of Commerce

Country Offices  
Fairmont, Minn.  
Marshall, Minn.  
Williston, No. Dak.  
Crystal, No. Dak.  
Sioux Falls, So. Dak.  
Lincoln, Neb.

Terminal Offices  
Duluth, Milwaukee, Chicago, Green Bay, Cedar Rapids,  
Toledo, Buffalo, Albany, New York, Boston, Omaha,  
Memphis, Kansas City, St. Louis, Portland, Spokane,  
Seattle, San Francisco, Winnipeg, Man.; Montreal, Que.

Cargill, Incorporated, Seed Division, Box 64, Minneapolis

# WHEAT

AND ALL OTHER GRAINS

*Any Grade—Any Quantity—Any Time*

**BUNGE ELEVATOR CORPORATION**  
MINNEAPOLIS, MINN.



Board of Trade  
Members**CHICAGO**Board of Trade  
Members**LAMSON BROS. & CO.**

2200 Board of Trade

Established 1874

Chicago, Ill.

*"63 years of continuous service in the grain trade."*GRAIN - STOCKS  
BONDS - COTTON  
BUTTER - EGGS  
PROVISIONS**E. W. BAILEY & CO.**

COMMISSION MERCHANTS

GRAIN, SEEDS AND PROVISIONS

1142-44 Board of Trade, CHICAGO

— ESTABLISHED 1880 —

**JAMES E. BENNETT & CO.**ASK FOR BIDS  
WHEAT—CORN—BARLEY  
RYE—OATS—SOY BEANSGRAIN COMMISSION MERCHANTS AND STOCK BROKERS—332 So. La Salle St., CHICAGO  
MEMBERS ALL PRINCIPAL COMMODITY AND SECURITY EXCHANGES

CONSIGNMENTS AND FUTURES ORDERS SOLICITED IN ALL PRINCIPAL MARKETS

MINNEAPOLIS ST. LOUIS PEORIA CAIRO INDIANAPOLIS KANSAS CITY  
Chamber of Commerce Merchants Exchange Board of Trade Board of Trade Board of Trade Board of Trade**THE QUAKER OATS COMPANY**

BUYERS OF

**Oats Corn Wheat Barley**Cedar Rapids,  
Ia.Ft. Dodge,  
Ia.Akron,  
OhioSt. Joseph,  
Mo.

CHICAGO, ILLINOIS

**Safety  
Sample Envelopes**

for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size, 4½x7 inches. Have a limited supply to sell at \$2.35 per hundred, 500, \$10.00 plus postage.

GRAIN & FEED JOURNALS  
Consolidated  
332 S. La Salle St., Chicago, Ill.**BARTLETT FRAZIER CO.  
GRAIN MERCHANTS**

Receivers—Buyers—Shippers—Exporters

111 W. JACKSON ST., CHICAGO

**Universal Grain Code**

Compiled especially for use by the Grain and Milling Trades. Reduce your telegraph tolls. Keep your business to yourself. Prevent expensive errors.

Its 146 pages contain 18,745 code words for expressions used in the grain trade, printed on bond paper and bound in black flexible leather. Size 7x4½ inches. Price, leather, \$8.00; paper, \$1.00, f. o. b. Chicago.

GRAIN & FEED JOURNALS  
Consolidated  
332 S. La Salle St., Chicago, Ill.*Ship Your Grain or Seeds and Send Your Orders to***J. H. DOLE & COMPANY**

RECEIVERS and COMMISSION MERCHANTS

CHICAGO PEORIA ST. LOUIS

**HARRIS, BURROWS & HICKS**

135 South La Salle Street, CHICAGO

— ST. PAUL

MINNEAPOLIS

NEW YORK

Members Principal Stock and Grain Exchanges

We Specialize in Hedging and Spreading Operations



Board of Trade  
Members**CHICAGO**Board of Trade  
Members

**HULBURD, WARREN & CHANDLER**  
GRAIN COMMISSION MERCHANTS  
208 South La Salle Street, Chicago  
Arthur J. Pollak, Mgr., Cash Grain Dept.  
Phone State 9760  
Consignments Solicited—Bids "To-Arrive"  
Ask for our Shipping Prices

**E. F. HAVEY**  
COMMISSION MERCHANT  
GRAIN and SEEDS

327 SOUTH LA SALLE STREET

CHICAGO

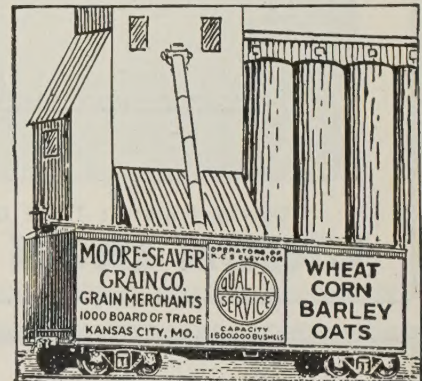
Board of Trade  
Members**KANSAS CITY**Board of Trade  
Members*A Service of 59 Years Handling Your Cash and Option Orders***B. C. CHRISTOPHER & COMPANY**

200-206 Board of Trade, KANSAS CITY, MO.

BRANCH OFFICES—Wichita, Hutchinson, Salina, Pratt, Belleville, Fort Scott, Emporia, Great Bend, Colby, Dodge City, Topeka, Atchinson, Kansas; St. Joseph, Springfield, Sedalia, Joplin, Mo.; Omaha, Nebr.

**WOLCOTT & LINCOLN**  
Incorporated  
801-810 Bd. of Trade, Kansas City  
CONSIGNMENTS  
Future orders executed in all markets.

Alton Elevator, Kansas City  
Wellington Terminal Elev., Wellington, Kans.  
Hutchinson, Kans. Salina, Kans.  
Wichita, Kans. Dodge City, Kans.  
Marysville, Kans. Wellington, Kans.  
Hoisington, Kans. Enid, Okla.

**WANT ADS**

in the GRAIN & FEED JOURNALS Consolidated make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a want ad twice a month and your want will soon be satisfied.

**RECEIVERS, SHIPPERS AND BROKERS**

**Geo. E. Rogers & Co.**  
WABASH BUILDING, PITTSBURGH, PA.  
RECEIVERS—SHIPPERS  
GRAIN—HAY—MILLFEED—FLOUR

**Nanson Commission Co.**  
Grain—Hay—Seeds  
202 Merchants Exchange Bldg.  
ST. LOUIS, MO.

RECEIVERS GRAIN SHIPPERS  
• W. W. **DEWEY** & SONS •  
CONSIGN TO DEWEY  
**PEORIA**

**Clark's Car Load Grain Tables**

Eighth edition, extended to show bushels in largest carloads, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000 to	129,950 lbs. to	bushels of	32 lbs.
20,000 "	74,950 "	" "	" 34 "
20,000 "	118,950 "	" "	" 48 "
20,000 "	140,950 "	" "	" 56 "
20,000 "	140,950 "	" "	" 60 "

Pounds in red ink; bushels in black, 48 pages. Linen ledger paper reinforced, bound in keratol with marginal index. Weight, 8 oz.

Price \$2.50 at Chicago

**GRAIN & FEED JOURNALS**  
Consolidated  
332 So. La Salle St., Chicago

**E. H. BEER & CO., INC.**  
Successors to  
Chas. England & Co., Inc.  
GRAIN—HAY—SEEDS  
Commission Merchants  
308-310 Chamber of Commerce, Baltimore

**LANGENBERG BROS. GRAIN COMPANY**  
Established 1877  
ST. LOUIS NEW ORLEANS

**CONFIRMATION BLANKS***Simple - Complete - Safe*

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½ x 8".

Order form No. 6 CB. Price 75 cts. plus postage. Three copies \$2.00

GRAIN &amp; FEED JOURNALS Consolidated, 332 S. La Salle Street, Chicago

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and returns the other.

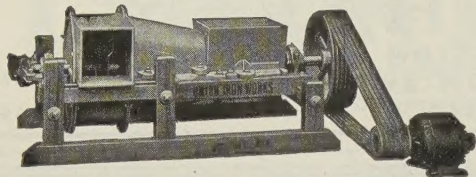
This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

Your Journal is all O. K.—M. E. & C. L. Mead Co., Pataskala, O.

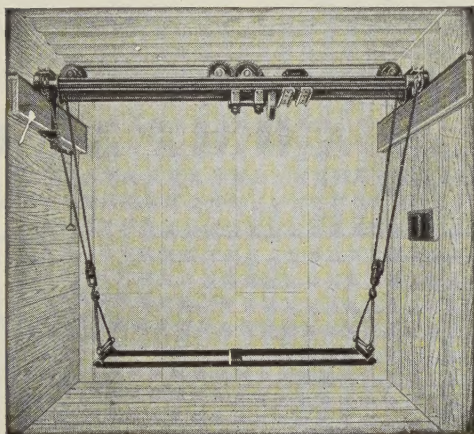


# WESTERN

— GRAIN ELEVATOR EQUIPMENT —



Western Pitless Sheller with Cog Belt Drive



Overhead Electric Truck Dump

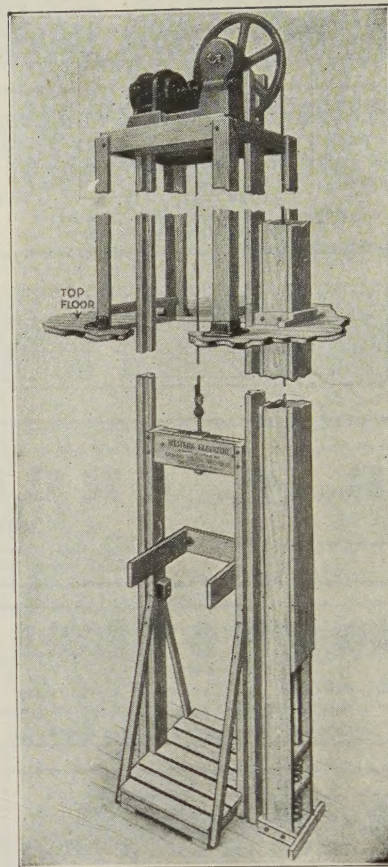
**UNION IRON WORKS**

**NEW**

The **ELECTRIC MANLIFT** takes its place alongside our Electric Truck Hoist and Motor Driven Corn Sheller.

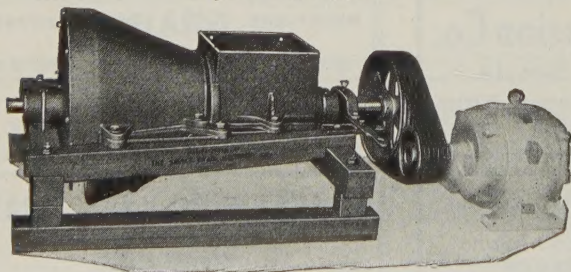
*Write us for complete information and prices.*

**DECATUR,  
ILLINOIS**



## Sidney Corn Shellers

*Hyatt Equipped*



All shellers are adjustable for different kinds and sizes of corn.

Made in five sizes 80 to 1,500 bushels per hour. Available in several styles.

Be prepared to do a bigger and better shelling business. These shellers cost so little and do so much you can't afford to be without one.

Send for descriptive literature.

**The Sidney Grain Machinery Co.**  
Sidney, Ohio

*Complete Equipment for Grain Elevators  
and Feed Mills*

## AUGUST BRINGS MOST FIRES

Records show that the average monthly Mill and Elevator fire loss reaches its peak in the month of August.

*You can help better the record!*

1. Keep dry grass and rubbish cleaned from premises.
2. Keep shafting lined up and worn bearings repaired.
3. Replace broken windows and re-nail loose siding.
4. Oil every bearing regularly and carefully. "Hot Box" is the cause of many fires.
5. Watch the careless smoker. He has no right to jeopardize your property and your job.
6. Inspect every bearing and entire house before closing.
7. A "Hot Box" at closing time is a bad hazard.
8. Pull the electric entrance switch at night.

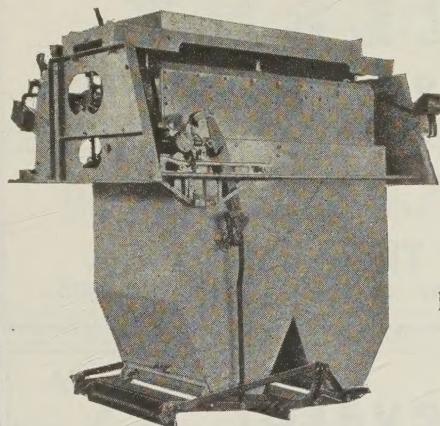
*Ask for an August Display Poster.*

**MUTUAL FIRE PREVENTION BUREAU**  
Department of  
**Association of Mill and Elevator Mutual  
Insurance Companies**  
400 West Madison Street  
Chicago, Illinois



**GRAIN SHIPPERS!**

**GREATER CAPACITY—  
GREATER PROFIT**



Load your  
cars in *half*  
the time —  
*Double* the  
number of  
cars you load

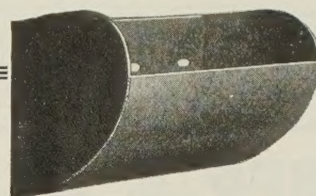
THUS—  
MORE THAN  
DOUBLE  
YOUR  
PROFITS

**RICHARDSON ALL-AUTOMATIC**  
**25-BUS. GRAIN SCALE**  
**4,000 BUSHELS PER HOUR**  
**ACCURATELY WEIGHED**

**Richardson Scale Company**

Factory: Clifton, N. J.

37 W. Van Buren St., Chicago, Illinois  
Minneapolis, Minn. Omaha, Nebr. Wichita, Kansas  
580 Market St., San Francisco, Calif.

**CALUMET**

(Protected by U. S. & Foreign Patents)

**Elevator Buckets**

Grain Elevator engineers with a reputation to maintain, and grain elevator superintendents who must handle their grain efficiently and economically invariably specify CALUMET BUCKETS.

Proven performance in the country's outstanding terminal grain elevators, cereal and soy bean plants as well as in hundreds of country elevators, has brought universal recognition and adoption of this popular bucket—the first real improvement in elevator buckets in generations.

**B. I. WELLER**

*Sole Manufacturer*

704 Hoffman St.,  
Hammond, Ind.

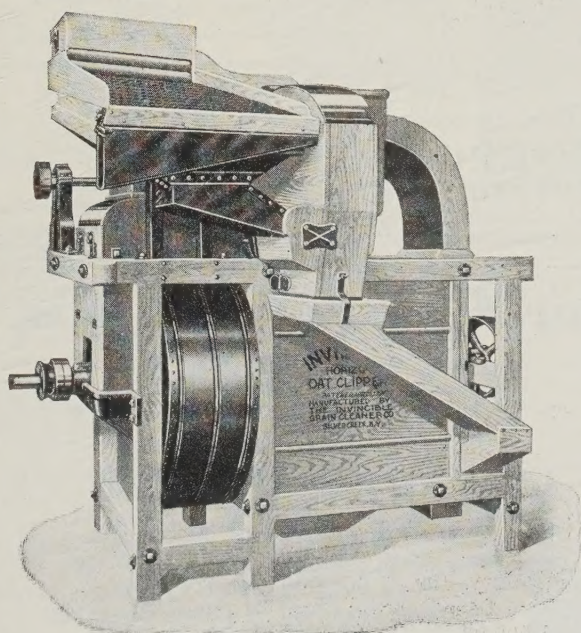
327 S. La Salle St.,  
Chicago, Ill.



**4 — machines in — 1**

*a convertible*

*"combination" outfit*



**S. HOWES CO.**

**Silver Creek, N. Y.**

**clips, cleans, polishes oats**

Quickly, easily, adjustable to clip oats to exactly the weight increase desired. Simple, unwasteful clipping, cleaning, polishing—economical in power: America's most modern and efficient convertible type outfit.

**scours, polishes, cleans wheat**

Thoro scouring and cleaning without wheat breakage or injury. Removes shrunken, light weight wheat—raises weight and market value of off-grade lots. Seldom requires attention—takes minimum power.

**a thorough wheat smutter**

Today's simplest, most dependable and completely serviceable wheat Smutter. Adjustable type. Can be used with or without dry liming process. Thoro smut removal dependably and economically obtained.

**4-separations grain cleaner**

Two large-area screens and two powerful, sensitively controlled air separations—thoro, economical cleaning of all grain. A "by-pass" eliminates use of scouring-clipping cylinder when engaged as a "Cleaner."



## GRAIN ELEVATOR BUILDERS

**HORNER & WYATT***Engineers*Designers of Grain Elevators  
and Feed Mills

Power Problems a Specialty

470 BOARD OF TRADE

KANSAS CITY, MO.

**Z E L E N Y****Thermometer System***Protects Your Grain*

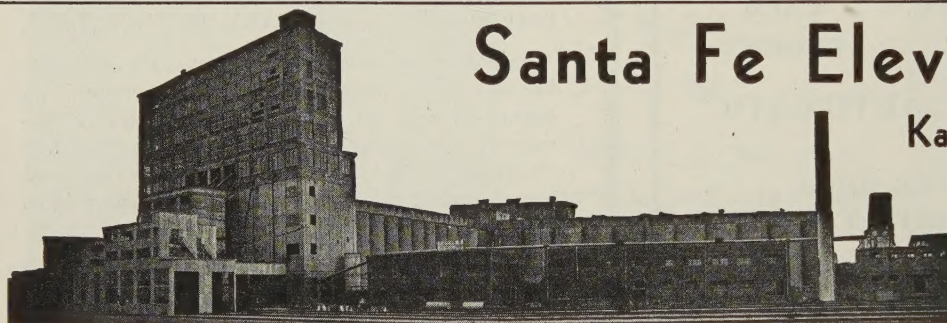
Estimates cheerfully given.

Write us for catalog No. 6.

**Zeleny Thermometer Co.**

542 S. DEARBORN ST.

CHICAGO, ILL.

**Santa Fe Elevator "A"**

Kansas City, Kans.

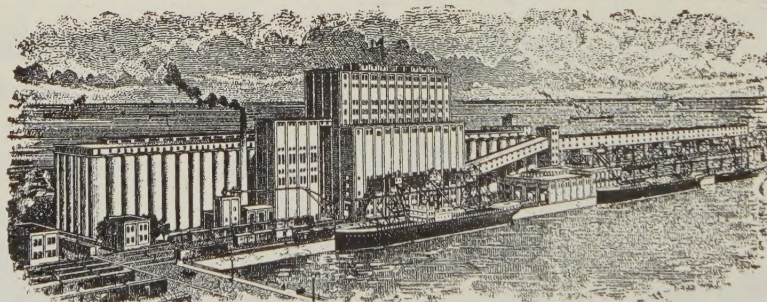
Capacity  
10,500,000 Bushels**JOHN S. METCALF CO.***Grain Elevator Engineers and Constructors*

105 W. Adams St., Chicago

460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.

12-15 Dartmouth Street, London, England

Capacity  
5,000,000  
BushelsEquipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

**JAMES STEWART CORPORATION****ENGINEERS AND CONTRACTORS**

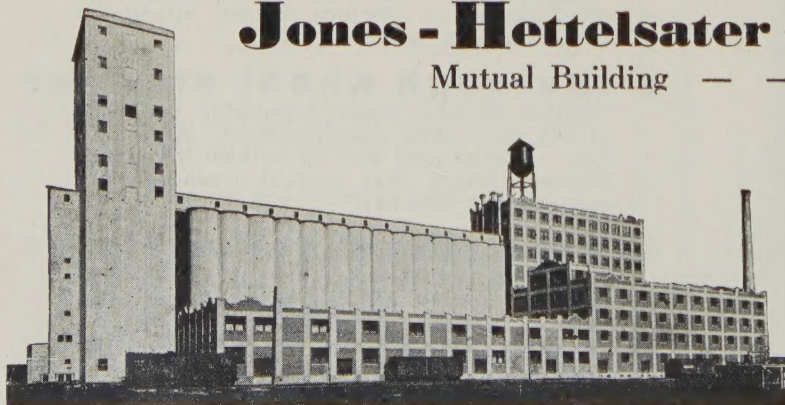
FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

H. G. ONSTAD  
PRES.-GEN MGR.  
Phone Harrison 8884L. V. HEUSER  
VICE-PRES.**Jones - Hettelsater Construction Co.**

Mutual Building — — Kansas City, Mo.

*Designers and Builders*  
**Grain Elevators**  
**Feed and Flour Mills**Pillsbury Flour Mills Co.  
Springfield, Ill.

1,000,000 bus. Elevator

8 Story Flour Mill — 4 Story Cereal Mill  
2 Story Warehouse*designed and constructed by us under a  
single contract.*



## GRAIN ELEVATOR BUILDERS

### The Barnett & Record Company

DESIGNERS

MINNEAPOLIS, MINN.

BUILDERS

Grain Elevators

Mill Buildings

Industrial Plants

## MACDONALD ENGINEERING CO.

Grain Elevators—1895 to Today

San Francisco

One North La Salle Street, Chicago

Toronto

#### WE SPECIALIZE

In Building or Modernizing Country Elevators

### VAN NESS CONSTRUCTION CO.

Grain Exchange

OMAHA, NEBR.

### A. Clemans Construction Co.

SOUTH SOLON, OHIO

Designers and Builders

Concrete Grain Elevators, Coal Pockets, Feed Mills

### EIKENBERRY

CONSTRUCTION CO.

BLOOMINGTON, ILL.

#### WE BUILD

### GRAIN STORAGES

29 Years' Experience

Send us your inquiries

POLK GENUING POLK COMPANY

Fort Branch, Indiana

### HOGENSON

Construction Co.

Designers and Builders

Elevators, Feed Mills, Warehouses

REMODELING

Corn Exchange Bldg.

MINNEAPOLIS, MINN.

### T.E. IBBERSON CO.

#### GRAIN ELEVATOR BUILDERS

Feed Mills

Coal Plants

Repairing and Remodeling

MINNEAPOLIS

MINNESOTA

### GEORGE W. VASOLD

Designer and Builder

Bean and Grain Elevators

Feed Mills and Warehouses

35 years construction experience

FREELAND, MICHIGAN.

### FRED B. DOUGLASS

Grain Elevator Builder

Remodeling and Scales Installations My Specialty. Estimates cheerfully furnished.

Phone 1771 GRAND FORKS, N. D.

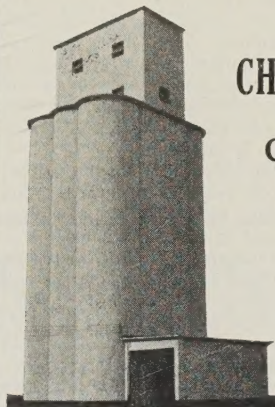
#### YOUR ELEVATOR

can be brought up-to-date for less than it is costing you to operate it. Ask for our recommendations and estimates on modernizing your plant.

Reliance Construction Co.

Board of Trade Indianapolis, Ind.

We are very well pleased with your publication. We find it worth our while to read it.—Greybull Elvtr. Co., Paul B. Hughes, sec'y-treas., Greybull, Wyo.

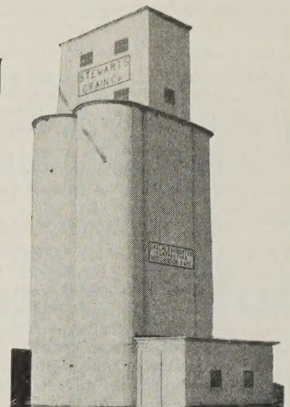


### CHALMERS & BORTON

CONTRACTORS

AND

ENGINEERS

HUTCHINSON,  
KANSAS

### Shipping Notices Duplicating

A convenient form for advising receivers of the grade, kind and weight of grain shipped.

Loaded into car—initials and number, seal numbers, at..... station on.....date: billed shipper's order notify..... draft for \$.....; made through.....bank of..... to apply on sale of.....bushels made.....

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy pressboard, hinged covers, with two sheets of carbon. Size, 5½x8½ inches. Weight, 8 ounces. Order Form 3 SN. Single copy, 75c; three copies, \$2.00, f. o. b. Chicago.

#### GRAIN & FEED JOURNALS

Consolidated

332 S. La Salle St.

Chicago, Ill.

### DAY Dust Control System

Will Solve Your  
Dust Problem

—EFFICIENTLY  
—EFFECTIVELY

Consult Us. No Obligation.

### The Day Company

2938 Pillsbury Ave.

Minneapolis, Minn.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line, each insertion

## ELEVATORS FOR SALE

**NORTHWEST IOWA** elevator for sale, 18,000 bu., feed warehouse, coal sheds; good crops, excellent territory. Address 79R3, Grain & Feed Journals, Chicago, Ill.

**EAST CENTRAL ILLINOIS** elevator for sale; Doing good business in good farming Community; electrically operated; priced at a bargain. J. Kemp Carson, Clarence, Ill.

**N. CENTRAL OHIO** fireproof grain and seed elevator; silo type; 19,000 bu. cap.; good location; retail feed and coal; 1 1/4 a. land; scales, cleaners, etc.; stockyards. Bargain. A. C. Duncan, cashier, Mt. Gilead, Ohio.

**INDIANA**—10,000 bu. elevator, with warehouse and other equipment; with 2 acres land for sale. New and used machinery for mills and elevators. T. A. McWilliams, 115 E. St. Catherine, Louisville, Ky.

**ILLINOIS ELEVATOR BARGAINS**—50,000 bu. modern elevator at Cullom; large grain station; one competitor; very reasonable. 80,000 bu. elevator in Champaign County; good grain station; town of 1500; one competitor. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

**SEALED BIDS** will be received on Oberlin, Kansas grain elevator and warehouse; equipped with new truck scales, air dump and electric motors. Good location. We reserve the right to accept or reject any or all bids. Bids must be in by 2 P. M. September 15, 1937. Address Oberlin Equity Exchange, J. R. Sage, Secretary, Oberlin, Kansas.

**PRICED FOR QUICK SALE**, two good elevators located in heart of Western Indiana grain belt. Combined capacity about 140,000 bushels. Equipment includes electric power, corn sheller, cleaner and hopper scales. Both houses in good condition and doing good business. Death of partner reason for selling. Address 79R7, Grain & Feed Journals, Chicago, Ill.

**THE WANTED-FOR SALE DEPARTMENT** of GRAIN & FEED JOURNALS is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## ELEVATORS FOR SALE

**ALWAYS HAVE GRAIN ELEVATORS** for sale. If you are in the market write me fully as to amount you wish to invest and location desired. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

**EWART, IOWA**.—Grain elevator for sale; electric; ready to handle this year's excellent crop; will sacrifice for cash; terms if desired. Write for full particulars. Wells-Hamilton Grain Co., Ewart, Iowa.

**BUELL, MO.**—Small grain elevator on CB&Q; also fully equipped to handle feed and coal; building and equipment in good condition; will make great sacrifice because of inability to personally conduct. Located in good grain and livestock section. A real bargain for the right man. A. P. Hensley, Nat'l Stock Yards, Ill. (owner).

## THRIVING ILLINOIS BUSINESS FOR SALE AT BARGAIN

Located in one of the best farming counties in the world, village has one of best banks in northern Illinois, consists of a large grain elevator with 14 bins; well equipped for sorting and mixing grains; equipment includes IHC engine; Fairbanks scale; portable platform scale and other necessary machinery; a 24x32 addition for seed, hardware, millwork and one 24x28 containing engine room, feed and salt storage adjoin; attached is a modern office; corn crib; sand bin; 3 enclosed frame warehouses containing lumber, fence, roofing, pump repairs and workroom; 18x38 barn; 20x80 coal shed; open side lumber shed 20x109. Total reproduction cost exceeds \$22,000. All buildings in sound physical condition.

We own all real estate, consisting of 8 city lots. Stock consists of lumber, coal, feed, seed, salt, some staple hardware items, nails and similar merchandise for farming communities. We have operated 24 years. Manager is popular; one friendly competitor.

Entire property can be had for only a fraction of replacement value. The right spot for a hustler. Write 79R1, Grain & Feed Journals, Chicago, Ill., for additional information.

## ELEVATORS FOR SALE

**SOUTHWESTERN OHIO**—25,000 bu. ironclad grain elevator on own ground and side track; fully equipped with cleaners, sheller, hammer mill, etc. Located Preble county; good roads, school, churches. Handle all grains, feeds, coal, etc. No competition. Priced right for quick sale. Owner wishes to devote his entire time to other interests. R. O. Klepinger, Ingomar, Ohio.

## TO CLOSE ESTATE

**INDIANA**—20,000 bus. elevator, in A1 condition; electrically operated; iron clad; brick office and 57x36 new, modern salesroom; warehouse frame; handle feeds, seeds and implement repairs; coal sheds. Located Veedersburg, Ind., pop. 2,500; three railroads available for shipment of grain; only elevator in town; possession immediately. For further information write F. F. Finch, Veedersburg, Ind.

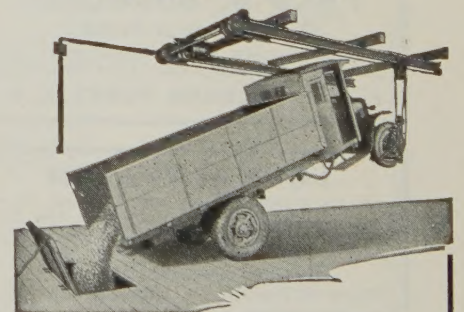
## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4 1/2 x 7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## SEEDS FOR SALE

**ILLINI, Manchu, Dunfield Soy Beans, Reid's, Krug and 90 Day Yellow Seed Corn.** Booking Hybrid for 1938. Central Market, Macomb, Ill.

## McMILLIN TRUCK DUMP For Electric Power



An Overhead Electrically Operated Truck Dump. Has stood the test of years. SIMPLE, SPEEDY and DURABLE. A pioneer in the line of Truck Dumps. Safety and satisfaction is our motto.

To our many customers who purchased truck dumps at a time when trucks were of small capacity and used small tires, we are pleased to announce that for some time we have been manufacturing a wheel hook for the larger sized tires. A minimum charge is made for the exchange. We also manufacture a belt- or hand-operated truck dump. Write us for particulars and prices.

Address

**L. J. McMILLIN**

525 Beard of Trade Bldg., Indianapolis, Indiana

## KEEP POSTED

**GRAIN & FEED JOURNALS**  
CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office .....

State .....



**SITUATION WANTED**

**WANT POSITION** as manager country elevator; 7 years' experience as grain, feed, seed, hay, coal, gas, and oil dealer; available at once; good references. Box 11, Van Wert, Ohio.

**BUSINESS OPPORTUNITIES**

**SECTIONAL STEEL TANKS** for sale; 14 ft. diameter, 36 sections each 2 feet high. Good condition and tight. Will k. d. and ship. White Elevator Co., El Paso, Ill.

**ILLINOIS** lumber yard for sale; good location; doing profitable business. Might trade for good grain elevator. Address 79P5, Grain & Feed Journals, Chicago, Ill.

**FEED MANUFACTURING** plant in S. E. Penna.; all or part interest; going concern; long established; thoroughly equipped; modern; best shipping and transit facilities; exceptional value and proposition. Address 79P12, Grain & Feed Journals, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**PACIFIC NORTHWEST** seed business; well established and on profit earning basis. Located in district recognized as outstanding in field and vegetable seed growing. Promising field for development. Excellent opportunity for experienced seed man. Will sell all or part interest. Address 79R6, Grain & Feed Journals, Chicago.

**MOTORS—GENERATORS**

**FOR SALE**—One 20 hp, 60 cycle, 3 phase, 220 volt, 900 rpm Fairbanks-Morse Motor, with rails and compensator, guaranteed A-1 condition. Address 79R2, Grain & Feed Journals, Chicago, Ill.

**ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

**REBUILT ELECTRIC MOTORS**, Save 50% on your motor cost and secure fully reconditioned motors—All types and sizes—one year guaranteed. High speed and enclosed motors for mill and elevator service our specialty. Complete motor repair and rewinding service. Send for Bulletin No. 55 32 illustrated pages of motors, compressors, etc., at money saving prices. Rockford Electric Equipment Co., 728 South Wyman Street, Rockford, Illinois.

**Daily****MARKET RECORD**

A boon to the grain dealer who keeps a convenient, permanent record of daily market quotations for ready reference.

This book provides spaces for recording hourly quotations on Wheat, Corn, Oats, Rye, and Barley. Spaces for a week's markets on a sheet; sixty sheets in a book. Order Form CND 97-5, Price \$1, plus postage. Shipping Weight, 1 pound.

**Grain & Feed Journals**  
Consolidated

332 S. La Salle St. Chicago, Ill.

**MACHINES FOR SALE**

**FEED MIXER**—one ton—floor level feed—has motor—good as new. Write 79N14, Grain & Feed Journals, Chicago, Ill.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 79N13, Grain & Feed Journals, Chicago, Ill.

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 79N15, Grain & Feed Journals, Chicago, Ill.

**IDEAL HESS PNEUMATIC GRAIN DRIER**, complete in good working condition; capacity 130 bushels, for sale cheap. Lacharite Grain Co., Assumption, Illinois.

**DOAK SPOUT HOLDER**, best on earth, price \$10.00. Satisfaction guaranteed. Full information on request. Superior Manufacturing Company, Albert City, Iowa.

**FOR SALE**—Second hand feed and elevator machinery; Tag-Heppenstall Moisture Meters; Bolinder Diesel Engines. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

**CALKINS DUSTERS**, two, complete; treaters and separators; one No. 4 Howe separator; one No. 3 new ball-bearing cob crusher; new grain blower with 10 hp motor. Clark L. Smith & Son, Leola, Lancaster Co., Pa.

**FOR SALE**—Three 15 cy. K.V.A. Transformers; one control box rheostat; 50 hp GE starter box; 50 hp F-M Motor; new belt pulley 12" face, 14" dia.; all in good cond., reasonably priced. Spec. on request. Elkhart Mills, Elkhart, Kans.

**MACHINERY BARGAINS**

Big Chief Hammer Mill, also J. B. Gruendler and Papee Hammer Mills; motor and belt driven attrition mills, all makes and sizes; Vertical Batch Mixer (new), Motor and Belt Driven; Clipper and Invincible Cleaners; ½ & 4 bu. Richardson Automatic Scales; 6 bu. Fairbanks Automatic Scale; Hopper & Dial Scales; Magnetic Pulley; Horseshoe Magnets; Spout Magnets; 2 & 3 pr. high Feed Rolls; Corn Cutter & Grader (new); Kelly-Duplex Cracker & Grader; Clark Power Shovel; Dreadnaught & Western Corn Shellers; Cob Crusher; 25 & 50 bbl. Midget Mills; Engines, Motors. A complete line of Feed and Elvtr. Equipment. An Engineer at your service. A. D. HUGHES COMPANY, WAYLAND, MICH.

**MACHINES FOR SALE**

**CORN CUTTER & Grader**—has motor—used very little. 79N12, Grain & Feed Jnls., Chicago.

**FOR SALE**—Brand new 29D-BB Clipper cleaner, ample screens. Only cleaned two thousand bushels. Electric motor, shaft, pulley, etc. Priced to sell quick. Consumers Coal Company, Sault Ste. Marie, Michigan.

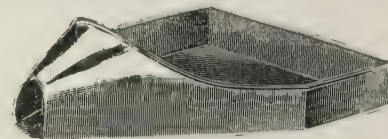
**BARGAINS**

Pipe, Corrugated Metal Roofing  
Guaranteed Good Condition  
Pipe, cut lengths for fence posts.  
Stockyards Lumber Co.,  
4600 S. Halsted St.,  
Union Stock Yards Chicago, Ill.

**SCALES FOR SALE**

**MOTOR TRUCK SCALES**. Bargains. All capacities. Used scales. Money back guarantee. Salesman wanted. Bonded Scale Company, manufacturer. Dept. GFJ, Columbus, Ohio.

**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**SAMPLE PANS**

Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½x12x16½", \$2.00; Seed Size, 1½x9x11", \$1.65, at Chicago.

**GRAIN & FEED JOURNALS**  
Consolidated  
332 So. La Salle St., Chicago, Ill.

**Scale Ticket Copying Book**

Contains 600 original and 600 duplicates of form shown herewith. Four originals and four duplicates to each leaf. Printed and perforated so outer half of sheet bearing originals may be folded back on the duplicate, thus giving an exact reproduction of all entries on the original. Leaves are machine perforated between tickets so they may be easily removed without tearing. Printed on bond paper, check bound, in heavy board covers, size 9½x11 inches, and supplied with 6 sheets of No. 1 carbon. **Order Form 73. 150 pages. Price \$1.30, plus postage.** Weight, 2¼ lbs.

Cash with order for twelve books earns 10% discount.

Send all orders to

**Grain & Feed Journals Consolidated**

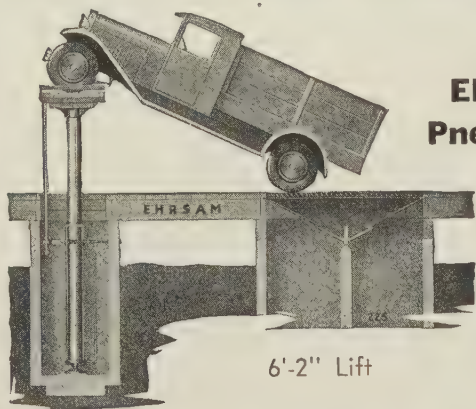
332 So. La Salle St., Chicago, Ill.

No. _____	_____ 19 _____
Load of _____	
From _____	
To _____	
Price per bu. _____	Gross _____ lbs.
Test _____	Tare _____ lbs.
Man ON—OFF _____	Net _____ lbs.
	Net _____ bu.
	_____ Weigher

(Three-Fourths Actual Size)



## EHRSAM Grain Elevator Equipment

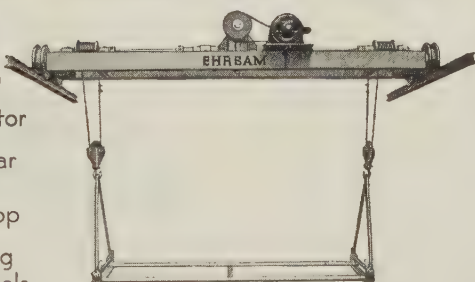


**Ehsam  
Pneumatic  
Auto  
Truck  
and  
Wagon  
Dump**

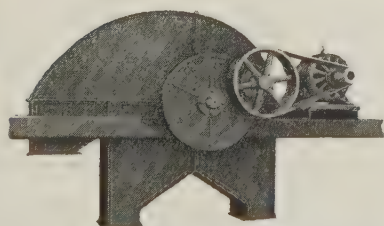
6'-2" Lift

### Ehsam Overhead Electric Dump

Extra  
Heavy  
Construction  
3 H. P. Motor  
Worm Gear  
Drive  
Cannot Drop  
Ball-Bearing  
Track Wheels



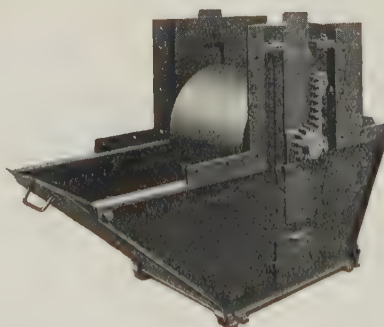
### Ehsam Combined Head Drive and Backstop



Spur Gear  
Reducer  
V Belt Drive  
Roller Bearings  
Differential  
Brake Backstop

### Ehsam Roller-Bearing Boot

Non Choking  
—  
Automatic  
Takeup  
—  
Timken Roller  
Bearings  
Grease  
Only at Long  
Intervals



Everything for the Country and Terminal Elevator

*Write for Literature*

**The J. B. EHRSAM & SONS MFG. CO.**  
ENTERPRISE, KANSAS

Chicago Sales Representative  
W. H. Kent, 549 W. Washington Blvd.

# with this NEW BUFFALO PLAN

**YOU NEED NO LONGER  
PUT OFF HAVING**

**NEW BUFFALO  
SCALES** IMMEDIATELY  
with LOW  
CASH OUTLAY

To help you safeguard your profits by having the long-time accuracy of modern, new Buffalo Scales under the severe punishment of heavy truck deliveries, the Buffalo Scale Company offers a convenient plan that helps you have new scales immediately with low cash outlay.

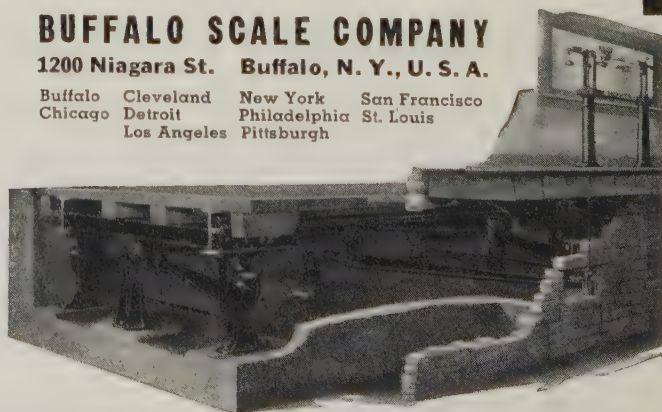
This Buffalo Scale Plan gives you the same logical convenience as can be enjoyed in the purchase of motor trucks and other heavy equipment.

Write for Bulletin showing features of Series 3200 Buffalo Truck Scales and full information on how you can install them immediately with low cash outlay.

### BUFFALO SCALE COMPANY

1200 Niagara St. Buffalo, N. Y., U. S. A.

Buffalo	Cleveland	New York	San Francisco
Chicago	Detroit	Philadelphia	St. Louis
	Los Angeles	Pittsburgh	



Exclusive Single Link Construction, one piece pivots with maximum bearing edge for distributing the load,—those are just a few Buffalo Scale features developed during 76 years of experience.



# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR &  
GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT - GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., AUGUST 25, 1937

CONGRESS has adjourned so business will have a chance to recover. Frequent violent headaches traceable direct to threatened regimentation has made 1937 business most difficult.

KING CORN has been absorbing so much water of late it looks as though he is sure to enter the annual maturity race with a heavy handicap. Jack Frost as always will trip lightly and quickly.

NO ELEVATOR operator can afford to buy stolen grain or grain covered by liens, because he may have to pay for it a second time. The cautious investigation of title will help to protect all buyers.

THAT 70 car train-limit bill passed by the U. S. Senate met with such general opposition from the shippers of the land, the House did not give it much consideration. Everyone interested in more reasonable freight rates will vigorously oppose the bill whenever they contact a member of Congress.

WHEAT containing more than 14% moisture or an excessive percentage of green weedseed is very likely to come out of storage bin burnt or heating, so it is all important that each farmer's offerings be closely inspected.

THE PREVAILING high prices for grain make wider margins necessary to grain buyers who expect to realize any compensation for the use of their facilities, their capital and service in marketing farm crops. Grain bot right is half sold.

MOST of the grain merchants still in favor of another Blue Eagle to regiment business have applied for passports to Russia, Germany and Italy. Grain dealers generally have more confidence in their own ability to manage their business than in the meddling bureaucrats.

WHILE the larger trucks have made necessary larger receiving pits and faster legs, the rapid movement of grain to the elevator in ever increasing volume demands greater vigilance on the part of buyers in scrutinizing the contents of each load dumped otherwise returns from shipments are likely to be very disappointing.

THE NAZI Government has taken full control of Germany's farm activities under a 4-year plan to make the country self-sufficient, while the AAA is paying farmers to reduce the USA acreage, making America dependent upon foreign farmers for food. The dictators do not seem to be of much help to the producers or consumers, but they do delight in telling the farmers what to do.

EVERY LOW GRADE wheat crop awakens anew in the minds of the country elevator operators a realization of the importance of grain cleaners. To the man who understands grain mixing and grain grading thoroly an off-grade wheat crop offers opportunity for profit that does not exist in a crop of uniformly good quality, because it gives him opportunity to improve the quality of the wheat he ships and earn premiums that would not otherwise be obtained.

THE ENACTMENT of new laws and regulations for liability of employers for injuries to employees makes workmen's compensation insurance more necessary for grain elevator operators than ever. The insurance companies employ lawyers to keep track of the changing laws and requirements. The cautious employer strives to minimize the hazards of his plant with a view to preventing accidents to himself as well as to his employees. The intelligent advice of a well posted accident insurance company should help the elevator operator to correct the hazards and reduce the accidents, as well as relieve him of much worry and expense.

BRAZIL'S announced intention to destroy 70 per cent of this year's coffee crop should make our own Secretary of Agriculture turn green with envy. Reducing or destroying crops stimulates the interest of other nations in greater production.

THE LARGE truck loads of grain arriving at your elevator afford an excellent opportunity for one error in reducing pounds to bushels to wipe out the day's profits. A dependable grain table for reducing pounds to bushels will save much time and labor as well as prevent some errors.

THE CLUMSINESS of our new Commodity Exchange Act is again apparent in the disapproval by the administration of customers giving brokers blanket authority to use margin money. If a customer deliberately chooses to place himself outside the protection of segregation of margins that is his business. What would the courts say on the right of a customer to dispose of his money to suit himself? Citizens have not legally been denied the right of contract since the early days of King John.

A WELL coopered car does not scatter your grain shipment all along the railroad right of way. It is far more satisfactory and more profitable to secure the complete delivery of your load at destination and promptly collect for all the grain loaded from the receiver. The railroads do not enjoy wasting your grain in transit because it reduces their freight bills and may result in their paying you for all grain lost. Careful coopering saves a lot of work and worry in trying to collect for grain lost in transit. Accept only grain tight cars for your shipments.

LIMITATION of wheat planting to 80 per cent of their 1937 base as suggested for 1938 by the A.A.A., coupled with a mention that benefit payments to farmers will be conditioned on these requirements is the rankest guesswork in two respects. First, the A.A.A. can have no reliable information on the future weather here or abroad; and, second, can not guarantee that Congress at the next session will enact a bill for benefit payments. In seven successive years the government estimate made as late as August each year was exceeded by the final wheat crop by an average of more than 37,000,000 bus. If wrong so much three months in advance how far wrong must the A.A.A. be a year ahead? Also the A.A.A. states that if plantings are as large as in 1937 prices are likely to decline sharply, when the fact is the United States does not control the world price of wheat. Statistics for fifty years back show a co-ordination between the price of wheat at Chicago and the size of the rye crop in Central Europe. In this light the A.A.A. announcements are the veriest quackery.



## The Spontaneous Combustion Hazard

The burning of a Michigan feed mill and elevator last Sunday of a firm who had previously suffered a heavy loss from the same cause, sounds another warning to grain and feed dealers who are disposed to assume the hazards of storing damp or brewers' grain.

Last week, an Indiana elevator was burned as the direct result of the heating of damp oats, so it behooves all operators of storage plants to avoid taking in damp or wet grain which is likely to heat and produce fire. If you do take in damp grain, then it should be put through a cleaner and blown, or better still, run through a drier and the moisture content reduced so that the grain can be stored safely.

So many fires have been caused by spontaneous combustion in brewers' grains, no elevator operator familiar with the facts will dare store this heat producing product in or near any bin he values.

## Split Certificates Needed

The present revival of our export trade in wheat is bringing to light a handicap in the impossibility of filling boats at Montreal with United States grain.

The wheat leaves Montreal under an inspection certificate issued at a United States lake port such as Chicago for the entire cargo loaded at Chicago, or at most some split certificates for 8,000, 4,000 or 2,000 bus. These splits are not always in amounts that add up to the quantity to be taken on at Montreal.

If a boat is available at Montreal for 80,000 bus. and the exporter has 69,472 bus., he can not get 10,528 bus. more, under certificate, to fill the boat, and he can not close the transactions. This hindrance to our export wheat trade operates to the disadvantage of the American farmer. It is one reason export takings have been small and that the price of wheat has been falling during August to the lowest levels on the crop.

The grain inspectors who are federally licensed and the federal grain supervisors at the various markets understand the situation, but can do nothing without the sanction of the Washington bureaucrats, who may be more interested in "safeguarding" inspection certificates than they are in facilitating the export of the farmer's crop.

If all the grain in the various holds of the vessel as loaded and as transhipped were of uniform quality, there would seem to be no objection aside from the additional clerical work involved, to the issuance subsequent to the departure of the boat from the port of loading, of split certificates in any amount as ascertained later on reloading at Montreal.

Clearly the duty of finding some way out of the difficulty rests upon the U. S. Department of Agriculture.

## Need of Watching Property Struck by Lightning

The bursting into flames by a Pennsylvania elevator three hours after owners suspected it had been struck by lightning, again emphasizes the necessity of inspecting property thoroughly at short intervals whenever it is thought to have been struck by lightning. Lightning losses have been greatly reduced during recent years by the installation of standard lightning protection.

Twenty years ago, most of the grain elevator fires were traceable direct to lightning and locomotive sparks, but through the vigilance of the mutual fire insurance companies specializing in grain elevator risks, these two hazards have been corrected in so many plants, fires once traceable to these prolific causes are seldom reported.

Lightning fires occasionally break out several times after the vigilant elevator owner thinks the fire has been extinguished so it is very important that property be thoroughly and frequently inspected during the 24 hours following its being struck. Standard lightning protection is so inexpensive and dependable it is folly to continue without it.

## The Grain Dealers Opportunity

The continued activity of the AAA in seeking to bring about reduced production of crops and live stock, notwithstanding our imports of agricultural products the crop years of 1936-7 were larger than ever insures a strong demand for good seed and fertilizer. Farmers who accept conservation doles for reducing the acreage planted to any crop, even tho they never planted the crop before, will have easy cash to buy good fertilizer and plump, clean seed of high germination, so enterprising grain elevator operators will stock a bountiful supply, frequently advising their farmer patrons of their offerings and of the farmers' opportunity to use profitably the best fertilizer and seed obtainable.

Grain dealers generally fully recognize the advantage of encouraging and helping their farmer patrons in the production of large crops of choice grain of pure varieties. Not only does such helpful service win the goodwill and patronage of new, but it helps to hold the old customers. It also greatly improves the chances of the grain buyer's having a good crop to handle after the next harvest. Never was the Rotarians' slogan, "He who serves best, profits most," applied to any service with more convincing proof. Are you helping the farmers of your territory to rich fertilizer and choice seed? Why not?

## Unreasonable Transit Restrictions

The recent decision by the Interstate Commerce Commission denouncing the use of split billing on transit shipments, if generally applied to grain milled in transit, would be harmful to all interests concerned.

If as the result of these restrictions the terminal market dealer in wheat knew that there would always be a certain remnant on inbound cars which could not move out on proportional rates he would have to discount the price paid on each inbound car, unfavorably affecting the country shipper and the farmer at point of origin.

The miller would be handicapped by inability to buy wheat from different origins and of the different protein strengths required in manufacturing the brand of flour expected by his trade.

Operators of large feed manufacturing plants at transit points would be forced out of business or compelled to raise prices of their commercial mixed feeds, to the disadvantage of feeders.

Placing all the disadvantages on the debit side of the account what do we find on the credit side? Practically no benefit to the railroad companies, aside from the slight aggregate saving in clerical work in the cases where very many tonnage credit slips are applied on a single car. This small saving to the carriers would be more than wiped out by the smaller tonnage moving under restriction. For every 100 carloads on which 25 cents per car was saved in clerical work there would be one car that never moved on which the freight loss would be \$200. On an average the carriers might lose \$200 to gain \$25.

Good railway management always strives for a large volume of traffic, knowing that profit above the heavy fixed charges for maintenance always depends on volume. That the use of split billing increases volume means nothing to a bureaucrat who is not interested in operating a railroad at a profit.

In this case the Larabee Flour Mills Co. paid freight on two cars of wheat from Selden and Jennings, Kan., milled in transit at Clinton, Mo., and on the product as one car of shorts therefrom to Corbin, Ky., and on two cars of wheat from Oswego, Kan., milled at Clinton and the flour shipped to Burlington, Ia. When the shorts were shipped from Clinton there were canceled under the milling in transit rules inbound billing or credit tonnage slips covering 17,630 pounds of the wheat from Jennings and 22,570 pounds of the wheat from Selden. The rate charged was 60.5c, and the milling company sought reparation on the basis of the combination rate of 58.5c, which was refused by a majority of the Commission holding that the transit was a fiction and that "no showing was made



that transit involves any different or less costly transportation service than that applicable to separate movements to and from the transit station." This statement by the Commission attacks the whole established transit structure.

In every case the shipments with split billing moved in and out as full carloads, the physical movement of the cars involving of course, no greater expense to the carrier than other cars transited. The most that should be done is to limit the number of applications on a single carload or to assess a small charge for each application in excess of ten or twenty.

It is significant that in this case the defendant carriers made no appearance were willing to pay reparation, and that Commissioners Eastman, Miller, Aitchison and Caskie dissented.

## Do You Deal with Strange Truckers?

[Continued from Front Cover]

During recent years feed dealers have lost so much cash to strangers who purchased a small lot of feed as a tryout and paid with a large worthless check, you would think none would ever cash a check for a stranger under any circumstances, but the lure of an unusual profit has so deadened their caution they have not even wired the banks on which checks were drawn. The grain dealers of Story county are not the only sufferers who have a distressing display of uncollectible checks deposited with the county attorney.

The hydraulic jack on the semi-trailer and the rubber check are not the only means employed by these shrewd travelers. They have changed the balance weights on the automatic scale when the cautious elevator operator insisted upon weighing grain through his shipping scale.

Others have filled a large auxiliary gasoline tank with water or carried concealed passengers until the empty truck was weighed. In one case plugs were pressed in between the scale platform and its frame to reduce the gross weight. Observing elevator operators with short

scales have found extra legs supporting ends of truck box on ground or truck driver's helper stepping on scale to increase tare weight.

These traveling sharpers have so many new tricks for swindling those who dare to deal with them that the only safe course for the elevator operator is to refuse to deal with strangers unless he is assisted by a corps of sharp eyed inspectors to investigate and watch every move of the strangers. Bank checks, even when certified, are worthless; the truckers who issue worthless checks do not hesitate to provide false certification. Cash is often counterfeit. Beware and be safe.

IF THE POLITICIANS force the railroads to grant the 20% increase in wages demanded by the operating brotherhoods the shippers will pay the bill. The pay of the members of these unions is now higher than ever before and much above the wages of other skilled workmen. Freight rates on grain and grain products between many points are so high as to be a bar to business.

## Brokers' Status for Social Security

From several recent rulings of the Bureau of Internal Revenue in cases submitted by millers and others, it is apparent that the Bureau regards nearly all brokers (except partnerships or corporations) as employees for the purpose of the Social Security Act. In any case, the ruling depends upon the facts as to the arrangement between the employer and the broker, but after reading a number of rulings which deal with arrangements typical of those in effect between millers and their brokers we can only conclude that just about every common kind of a broker (except a partnership or corporation) is an employee as far as the Social Security Act is concerned.

That means that the miller who uses brokers is liable for that much more payroll tax both for unemployment compensation and old-age benefits, and also for the collection of the old-age benefit tax upon the broker or employee. Of course, a proper separation of the compensation and expense should be worked out in each case, to prevent the payment of a tax greater than is warranted.

What we have said above applies to individual brokers who represent more than one mill as well as to brokers who work on exclusive arrangements. The Bureau evidently regards all as employees.—*The Hook-Up.*

## From Abroad

Czechoslovakia on July 26, announced prices for the 1937 wheat and rye crops, it was reported by the United States Consul at Prague. The price of rye payable to farmers was fixed at 135 crowns per quintal (119.52 cents per bushel at the average exchange rate for July) as against 117 crowns (103.59 cents) for the 1936 crop. The selling price of the Grain Monopoly remains unchanged at 136 crowns (120.41 cents per bushel).

Buenos Aires, Argentina—Land concessions in the New Port zone conceded to Messrs. Bunge & Born, Louis Dreyfus & Co., and Luis De Ridder 10 years ago, upon their agreement to build grain elevators on the harbor sites involved, were canceled by the Minister of Agriculture in July. At the time of the concessions, plans for elevators were to have been presented within 12 months of the opening of Basis D, but this provision was not fulfilled.

English millers are said to be preparing to use considerable Russian wheat in their flour blends, with Russia offering freely. However, it is to be doubted if Russia exports the coming year more than the 32,000,000 bus. allotted to that country by Broomhall. It is the usual thing for European buyers to magnify all the bearish influences, and this season is no exception. Important bullish developments such as the small crops in France and Germany, with unsettled weather in central Europe have been glossed over temporarily.—Hulburd, Warren & Chandler.

## The Russian Wheat Ghost

Evidence that the Russian ghost, which it was hoped had been laid at rest for this season at least, was again haunting the scene with renewed vigor was found in an article published in the official Soviet newspaper, *Izvestia*, and reprinted in this country. According to this article, the southern Russian wheat crop this fall will be of record proportions. Six days ago, the article went on, 144 million acres, or 64 per cent of the acreage sown, had been harvested with an average yield of 15 bushels an acre.

Cromwell, with admirable restraint, referred to this statement as a plain case of confusing acreage of several grains for wheat acreage. The 144 million harvested and designated as 64 per cent would mean a total of 225 million acres to be harvested, he continued, whereas the wheat acreage actually planted runs close to 100 million acres.

The poet who once wrote that "Something is rotten in Denmark" no doubt had good reason for his statement. It imposes no particular strain upon one's imagination to conceive that the statement might easily be stretched to include other countries than Denmark.—Hulburd, Warren & Chandler.

## Washington News

To the relief of every citizen employed in merchandising or manufacture the city of Washington after the expected early adjournment of Congress will no longer be a source of disturbing news.

S. 1261, widening of the power of the Interstate Commerce Commission to establish thru routes, has been passed by the Senate. What next?

The President has agreed to authorize the Commodity Credit Corporation to make 10 cents a pound loans on cotton with an additional subsidy, bringing up the amounts received by cotton growers to 12 cents a pound. In return, the senate agricultural group which visited him pledged passage of a concurrent resolution in both houses which would make crop control legislation the first order of business at the next session. Farmers may object to government control

## The Climb

There's a beautiful view at the top of the hill,  
If the will be yours to climb.  
There's always a lift, and a rift in the clouds  
To disclose the peaks sublime.  
The road may be rough;  
You may blow and puff;  
But never you mind, you'll be scaling the bluff.  
Then yours is the view at the top of the hill,  
If you've but the will to climb.

—Adapted from James McGregor Beatty.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Form for Chattel Mortgage

**Grain & Feed Journals:** What is a suitable form for taking a lien or chattel mortgage on a farmer's livestock or other property for the protection of credit a grain dealer may extend? Are stock forms for this purpose printed and available?—Andrews Grain Co., Andrews, Ind.

**Ans.:** No particular words are required in a chattel mortgage.

For the protection of third persons it is essential to locate and describe the property so an interested party such as a purchaser examining the county records can identify the property.

As between the parties to the mortgage the document need not be so specific, as the articles intended to be mortgaged can be shown by parol evidence, but even so there must be an identification of the property so that the mortgagee may say with a reasonable degree of certainty what it is that is the subject of his lien.

Township, range and section need not be given, as farms are known by the name of the farmer occupying them.

A crop mortgage should state when as well as where it is to be raised.

In Indiana failure to record a chattel mortgage makes it void except as between the parties.

Blank chattel mortgage forms are printed and sold by stationers in the larger cities. The following form is binding in Indiana and other states:

Know all men by these presents, that I (John Jones) of (Smithboro) in the county of (Knox) and the state of (Indiana) a dairyman, hereinafter called party of the first part, for the securing the payment of a sum of money hereinafter named, and in consideration of the sum of one dollar, the receipt of which is hereby acknowledged, do this day bargain, sell, grant and convey unto (John Roberts) herein after called party of the second part, his executors, administrators and assigns, ten (10) milk cows now in barn No. 1 on my premises, more particularly described as follows: (here describe.)

To have and to hold all and singular said cattle above bargained and sold, or intended so to be, unto the said party of the second part, his executors, administrators, and assigns forever.

And I do for myself, my heirs, executors and administrators covenant and agree to and with said party of the second part to warrant and defend the said property hereby sold unto the said party of the second part, his executors, administrators and assigns, against all and every person and persons whatsoever, upon condition, that if the said party of the first part shall pay or cause to be paid unto the party of the second part the sum of (....) dollars on the (....) day of (.....) then this conveyance shall be void; otherwise, to remain in full force and effect.

In case default shall be made in payment of the aforesaid sum, or any part thereof, or of the interest thereon, on any day when the same ought to be paid, then it shall be lawful for, and the said party of the first part does hereby authorize and empower the party of the second part to enter unto and upon the premises of the party of the first part or such other place as said chattels may be held or placed and to take and carry away such chattels and dispose of the same, or so many as may be necessary, for the best price they can obtain, and out of the money derived therefrom to retain and pay the aforesaid sum with interest and all expenses thereon, turning over the surplus, if any, to the party of the first part.

In witness hereof, etc.

Signed .....

**Washington, D. C.**—The 29th annual meeting of the Ass'n of Official Seed Analysts will be held in the federal Department of Agriculture auditorium, Aug. 23, when Sec'y of Agriculture Henry A. Wallace will open the 4-day gathering with an official welcome. The program includes papers and discussions on methods of testing seeds, state and federal seed legislation.

### Safety Contest Starts

The last convention of the Elevator Superintendents Association unanimously voted to conduct a continent-wide Safety Contest and appointed Oscar W. Olsen, Chairman, Peavey Duluth Terminal Elevator Co.; H. W. Feemster, Western Maryland Railroad Elevator, Baltimore; James G. Hayhoe, Cargill, Inc., Minneapolis, and Clarence W. Turning, Duluth, Minn. (as Executive Secretary), to its committee.

Trophies are to be awarded, one having already been offered by Mr. G. L. Patchin of Appraisal Service Co., Minneapolis. The contest will include the services of these well-versed S-A-F-E-T-Y men plus the vast experience of Mr. Turning, a Safety Expert, who will issue posters, bulletins, pointers and do personal safety work wherever Chapters will offset any traveling expenses.

Three classes of elevators will be included, with a trophy for each. Class A will be all units with over 50 employees, Class B from 26 to 49, and Class C for under 26 employees at the elevator.

Contest standings are to be published monthly, and the contest is to be open to non-members as well as members of the Association.

### Ted Brasch Pacific N-W Sec'y

Ted Brasch of Nezperce, Idaho, and a graduate of the University of Idaho of 1937 has been appointed executive secretary of the Pacific Northwest Grain Dealers Ass'n, with headquarters in the Hutton Bldg. at Spokane, Wash.

Mr. Brasch has had several years experience with co-operative and also independent grain dealers. He was born and raised on a farm near Nezperce. Last April he attended a short course on wheat in Chicago given by the Chicago Board of Trade.

Mr. Brasch served as president of the student body of the Lewiston Junior College, and is now serving his second year as president of the Alumni Ass'n of that school.



Ted Brasch, Spokane, Wash., Sec'y Pacific Northwest Grain Dealers Ass'n.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same industry. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Sept. 2, 3. Mineral Feed Manufacturers Ass'n, Medinah Club, Chicago, Ill.

Sept. 8, 9. Michigan Bean Shippers Ass'n, Hotel Fort Shelby, Detroit, Mich.

Sept. 9, 10. Mutual Millers & Feed Dealers Ass'n, Jamestown, N. Y.

Sept. 13, 14. Independent Feed Dealers' Ass'n of Iowa, Inc., Des Moines, Ia.

Sept. 14, 15, 16. American Soybean Ass'n, Urbana, Ill.

Oct. 6. Ohio Grain, Mill & Feed Dealers Ass'n's fall meeting, Norvel Hotel, Lima, O.

Oct. 11, 12. Grain & Feed Dealers National Ass'n, Dallas, Tex.

Oct. 28. Nebraska Grain Dealers Ass'n, Fontenelle Hotel, Omaha, Neb.

Feb. 16, 17, 18. Farmers Elevator Ass'n of Minnesota, Minneapolis, Minn.

Feb. 22. Pacific Northwest Feed Ass'n, Seattle, Wash.

Feb. 22, 23. Farmers Grain Dealers Ass'n of Ohio, Toledo, O.

March 27, 28, 29, 30. Society of Grain Elevator Superintendents of North America, Kansas City, Mo.

May 9, 10. Illinois Grain Dealers Ass'n, Danville, Ill.

### National Convention Notes

Cedar Rapids, Ia.—Peter Molyneaux, editor of the Texas Weekly, will be one of the principal speakers on the program of the Grain and Feed Dealers National Ass'n, in Dallas, Tex., on Oct 11-12, according to announcement by President S. W. Wilder of the National Assn.

Mr. Molyneaux, one of the country's most noted commentators on southern agriculture and a man of national fame for some of his articles on agricultural economics, will discuss with the grain and feed dealers the subject of a balanced economy in agriculture.

"We feel fortunate in having Mr. Molyneaux on our program," said Mr. Wilder. "His writings have been quoted frequently on the radio, and in special articles in the press, so that he has been nationally famous for years."

St. Louis, Mo.—A special train for delegates en route to the Grain and Feed Dealers National Assn. convention in Dallas, is planned by railroads from St. Louis to Dallas. Since many of the members en route to the convention will pass through St. Louis, it is expected that a large crowd will go by the special train.

### Long Trains Prove Safe

The reasons advanced for train-length limitation have been subjected to court tests and rejected in Arizona and Nevada. In both states enforcement of the acts was restrained by federal courts. In the case of Atchison, Topeka & Santa Fe Railway Company v. La Prade, the court cited evidence showing that on one railroad for a seven-year period the car-miles per casualty to freight-train employes in Arizona were as follows: car-miles per casualty on short trains, 5,796,703; on long trains, 10,967,245. The long trains ran almost twice as far as short trains without an accident.

Among the reasons given for restraining enforcement of the act, the court said: "It is arbitrary and bears no reasonable relation to the safety of persons or property."



# Profitable Hedging for Country Elevator Operators

By W. H. ALLEN, Manager Square Deal Grain Co., Morris, Ill.

A legitimate use can be made of the grain exchanges, as can be demonstrated by concrete facts and figures.

From a grain man's standpoint the market or exchange is to be used only as a market for cash grain and as a hedge against cash grain held. Hedging is often misunderstood and to some looks like rank speculation. It is, too, if not properly handled; and a good many grain men never try to use it as they do not understand the workings. It is sort of a mirage. It looks like some money was in sight, but it seems to fade away.

Now let us see how the other fellow does it. **HEDGER NOT SPECULATOR.**—A big line house or a terminal operator who sometimes holds the millions of bushels of grain could not borrow money from his banker to carry such a load unless he was protected in some way. The wide swings of the market would ruin all.

Hedging with men of large holdings is more or less a religion. Whether grain looks cheap or high to them makes no difference. The hedge is placed just the same. The men are the men who buy this grain from our country shippers.

I sat in a meeting one time and listened to a Chicago cash grain man speak on hedging and about all he said was that "Sometimes hedging is successful and sometimes it is not." About one year out of five there seems to be a kick back and there is no money to be made this way. The last kick back came in the spring of 1929. The margin of gain that year was only about 4½¢ per bu., and the operator or hedger paying 4 cents per bu. for storage space, just about broke even. But in recent years he has made up for that and been well paid for his efforts.

Anyone who carried cash oats unhedged of the 1930 crops would certainly envy the man who was setting on a nice lot of oats properly hedged.

In 1931 the dealer who stood on his cash oats up to November had a nice turn in them and possibly came out of it in better shape than the hedger. Oats as you know, sold at unheard of low prices at harvest time and was so low that it looked like no one could lose money on them. I know of a line house, however, that had hedged every one of them just the same as if they were 40 cents per bu.

I have been preaching to our country grain dealers that if these terminal men can afford to rent space in a public warehouse and put these oats away and hedge them, paying 4¢ per bu. for a winter's storage, that we country fellows can do it, too, if we follow the same methods they use. We have the storage space and do not have to pay anything additional for it.

The country grain dealer is inclined to be too speculative and not content to handle the hedge in a business way that will assure him a nominal profit each year.

In talking about a hedger, I mean a hedger and not a speculator. Look in Webster's dictionary for the difference.

A hedger must have certain qualities that a lot of us have not. He must be patient and a good waiter; not want to get rich too fast; must have capital; and must have a few brains.

A good hedger will plan in advance for a grain he wants to hedge. I am going to confine the most of my remarks to the hedging of a crop of oats.

**PREPARING TO HEDGE.**—A good hedger watches in advance for the proper spread between the September and the future month he expects to use. We will say at first he prefers the December option. When the September and the December are as wide apart as his judgment

tells him they are likely to be he sells the December option and buys the same in the September. Now he is ready to buy his cash oats at so much under the September option at any time they are offered to him and he is assured of his spread. As the cash oats are offered, he buys them and sells out his September. There is a twofold reason in this. If he is a bell sheep a lot of other traders will sell September, too, and that has a tendency to depress the September option and as the cash oats are following the September, the cash oats will sell cheaper to him and requires a smaller investment.

I know of a prominent seed firm in Illinois a few years ago when timothy seed looked like it was going to sell high, flooded the timothy seed country with cards offering to sell timothy seed at a dollar under the market. While they sold two carload of seed, in return they bought seven, and then the market went up.

Quality is a big factor in making a successful hedge. We buy and put away No. 2 oats. If in the spring they come out still No. 2 we are all right; but if we let a few bad ones get in the bins we spoil our chances of any profit.

The hedger has bought all the cash oats he wants and now sits down to a long and patient wait, for the cash and the futures to come together to make his profit.

Some day before December there comes a nasty market day when it looks like everything has gone to pieces. This is just what the hedger wants to see. His December future possibly breaks down a couple of cents from the May future, which is in play now. Being a quick actor and thinker, he buys in his December and immediately sells the May, which makes him a further spread. Now he is ready to wait for the May delivery month, where possibly the cash oats will sell at from one to three cents higher than his future. This is just what he has been waiting for. He turns his cash oats on the market and immediately buys back his May options and the profit is his. A good year's work and a generous profit on his investment. Out of his profit has to come his 4 cents per bushel to the public elevator, interest on his investment and shrinkage.

**I WORKED OUT** an average table of profits and losses on hedging operations covering a seven year period. I am not going to work them out again for the past few years but use the same old one to demonstrate the working operations of a hedger. Seven years will cover a normal period of any set of years.

I will, however, give results of our own on the 1934 corn and oats and showing that there are really results to be obtained:

	Per bu.
On Aug. 8, 1934, we bought cash corn here @.....	70¢
On Jan. 9, 1935, we sold this corn to the river here.....	94½¢
Profit on the cash corn of.....	24½¢
On Aug. 8, 1934, we sold May corn @.....	83¢
On Jan. 9, 1935, we bought it back @.....	91¢
Loss in the option of.....	8¢
Therefore we take our loss of 8¢ per bu. from our gain on the cash of 24½¢ per bushel makes us 16½¢ per bu. gain. On 10,000 bus. makes a profit of \$1,650 on an investment of \$7,000 for a period of 5 months.	
On oats we had this kind of a deal:	
Aug. 8, 1934, bought cash oats local here @.....	45½¢
On Nov. 20 sold cash oats to Lockport @.....	53½¢
Gain on the cash oats.....	8¢
On Aug. 8, 1934, we sold May oats @.....	53½¢
On Nov. 20, 1934, we bought them back @.....	50¾¢
Gain on the option.....	3¢
Here we made a gain on the future and the cash of 8¢ and 3¢ per bushel or 11¢ per bu. On	

[Concluded on page 158]

## Death of Siebel C. Harris

In the prime of life and esteemed most highly by leaders in the trade Siebel Chapin Harris died unexpectedly on Aug. 13 following an operation at the Highland Park Hospital.

While on vacation at his summer camp at Land o' Lakes, Wis., he injured his knee slightly, and on his return his leg was placed in a cast. The immediate cause of death was an obstruction of the pulmonary artery by a clot or bubble.

Mr. Harris was born at La Moure, N. D., Oct. 9, 1889, and was graduated from high school at Duluth, Minn., in 1907, later attending the University of Pennsylvania, where he took a degree in economics in 1911.

His connection with the grain business began at Duluth in 1907, removing to Chicago where he became a member of the Board of Trade and local manager for McCarthy Bros., of Duluth in 1919. From 1922 to 1929 he was vice pres. of the firm Cross, Roy & Harris; and since 1932 has been senior partner in Harris, Burrows & Hicks.

He served in the World War as lieutenant of a machine-gun company of the U. S. Army.

He had served four terms as vice pres. of the Board of Trade, which office he held at the time of his death. For three years he had been a director, and in 1933 was chairman of the Grain Com'te on National Affairs. He was a member of the Union League Club.

Surviving him are his widow, Jean Aitken Harris, and two adopted sons, Lawrence and Donald. The Board of Trade and other leading exchanges closed at 1 p. m. on the day of the funeral, out of respect to his memory. Taps were sounded by a bugler from the Board of Trade post of the American Legion, at the closing of the market.

The funeral services were held in the First Methodist Church at Evanston, which was profusely decorated with floral tributes expressing the love and sympathy of a host of admiring friends.



Siebel C. Harris, Chicago, Deceased



# Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

## Take Me Home

**Grain & Feed Journals:** A new idea for pushing the sale of second-hand automobiles, was the sign appearing on the windshield of a model "A" Ford coupe standing beside the elevator approach of Frank Hoose & Co., at Eddyville, Ia., where all farmers coming to the elevator would see it.

The sign read: "Take me home for 69 bus. of wheat."—Art Torkelson, Lamson Bros. & Co., Fort Dodge, Ia.

## Do You Utilize By-Products

**Grain & Feed Journals:** Few industries tolerate wasteful practices manifest in many country grain elevators, excepting poorly run farms, politics and the legislative mills of both state and national governments.

Successful business enterprises are careful to plug all the leaks for company profits just as quickly as good bookkeeping systems and intelligent managements find them. At the same time successful institutions are quick to spend money for new or additional equipment, and new or additional ideas when these promise an improvement in service or an increase in profits.

Many country grain elevators allow grain dust to escape unfettered. Yet grain dust is largely fine bits of good grain, rubbed from the coats of wheat berries, and kernels of corn by friction in the process of handling. It has good feeding value. If collected by suction systems at those points where its occurrence is greatest, this grain dust may be utilized in dairy feeds, or sold outright to wise farmers for enough to salvage at least part of the loss.

The tailings from a corn cleaner have been found to be quite high in feeding value running around 12% protein and over 50% nitrogen-free-extract. Light, chaffy wheat, cheat, thin oats, and other "screenings" from the grain cleaner are useful feed products.

In the Corn Belt corn cobs are a great problem at country stations. Most elevators build cob burners to take care of them.

Costs of transportation have prevented use of corn cobs for beneficial purposes of sufficient value to warrant sales effort, tho grain

dealers in sections where corn is not too plentiful have found an outlet for them to local townsmen for fuel at as much as a dollar a load.

One Indiana grain dealer, however, owning a farm, wondered if they might not have fertilizing value and experimented on one field. He found the cobs disintegrated slowly, but had a very good fertilizing value over a period of three years.

Until some device is found which will make better use of cobs (thru compression into blocks, or briquettes to make a movable, slower burning fuel, for example) grain dealers might give thought to their use as a fertilizer on nearby fields.—J. R. McTavish.

## Profitable Hedging for Country Elevator Operators

[Continued from page 157]

10,000 bus. this means a profit of \$1,100 on an investment of \$4,550 for 3 months.

The greatest fault in this operation is that very few country grain men will follow a hedge thru and finish it up as it should be. They see a few easy dollars in the futures and want to scalp them off and put a hedge out again. The first thing they know they are caught with a fast market and away goes all profit. And from then on out they are speculators.

To prove the things I have told you and possibly make it a little clearer how these trades work out, I have taken figures from a pocket edition of statistical information called "Our Red Book Annex."

On page 32 you will find monthly cash prices of oats, on the spot market in Chicago, for the past eighteen years. Showing the range from the low to the high of each month. On page 33 you will find the high and the low of the May future for each month during the past seven years. In each instance, where I have used these figures I have averaged the high and the low, both in the cash and the futures, so that my figures as shown are all averages. No particular deal picked out in any instance.

These are all Chicago spot cash figures.

I am taking the past seven years so there can be no favorites:

[To be continued.]

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for September delivery at the following markets for the past 2 weeks have been as follows:

	Option		Wheat															
	High	Low	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 16	Aug. 17	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 23	Aug. 24				
Chicago	129½	103½	113½	112½	112½	111½	111½	112½	110½	107	104½	105½	104½	104½				
Winnipeg*	147	104½	130½	129½	130½	129½	126½	129	126½	124½	122½	123½	122	121½				
Liverpool*			127½	127½	128½	127½	125½	128½	126½	125½	125½	124½	122½	123½				
Kansas City	125½	96½	107½	105	105½	104½	103½	105	103½	100½	97½	98½	97½	98½				
Minneapolis	144½	109½	126½	124½	123½	121½	120½	121½	119½	115½	113½	114½	115½	115½				
Duluth	129½	96	108½	106½	105½	104½	102½	105	104½	101½	97½	97½	97	99½				
Milwaukee	129½	103½	113½	112½	112½	111½	111½	112½	110½	107½	104½	105½	104½	104½				
			Corn															
	High	Low	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 16	Aug. 17	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 23	Aug. 24				
Chicago	89½	116½	100½	96½	97½	98½	99½	98½	99½	98	94½	93½	96½	97				
Kansas City	84½	119½	92½	88½	88½	89½	91	91½	91½	89½	86½	86	87½	89½				
Milwaukee	89½	116½	100½	96½	97½	98½	98½	98½	99½	98½	94½	93½	96½	97				
			Oats															
	High	Low	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 16	Aug. 17	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 23	Aug. 24				
Chicago	47½	27	29½	29½	29½	29½	29½	29½	29½	29½	29½	29	29	29				
Winnipeg*	58½	41	48½	48½	49½	49½	48½	48	46½	46	45½	46½	46½	46½				
Minneapolis	39	26	27½	27½	27½	27½	26½	26½	27½	27	26½	26½	26½	27½				
Milwaukee	47½	27½	29½	29½	29½	29½	29½	29½	29½	29½	29½	29½	28½	28½				
			Rye															
	High	Low	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 16	Aug. 17	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 23	Aug. 24				
Chicago	103½	73½	82½	87½	83	82½	81	81½	80½	80	77½	76½	75½	77½				
Minneapolis	100	68½	77½	76½	77	76½	75½	75½	74	73½	70½	70½	68½	70				
Winnipeg*	108½	75½	93½	91	91½	90½	88½	89½	87½	85½	84	85½	83½	83½				
Duluth			80½	80	80½	80½	78	78	77	76½	73½	73	71½	72½				
			Barley															
	High	Low	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 16	Aug. 17	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 23	Aug. 24				
Minneapolis	59½	46½	50	49½	49½	48½	47	47½	47½	47½	47	47½	47½	48				
Winnipeg*	75½	51	60	59½	59½	60½	59½	57½	56½	55½	54½	55½	55½	55½				
			Soybeans															
	High	Low	Aug. 11	Aug. 12	Aug. 13	Aug. 14	Aug. 16	Aug. 17	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 23	Aug. 24				
Chicago	133	96½	98½	97½	97½	98	98½	99½	98	96½	95½	95½	96	96				

\*October delivery.

## Recent Man Lift Accidents

By H. L. KENNICOTT of the Lumberman's Mutual Casualty Co.

By all means, put a lock and chain on the manlift to keep children from playing on it and getting hurt when there is no one near to prevent!

Recently, in Montana two small boys rode up on a manlift and were afraid to come down. The manager had to climb the ladder to reach them. But when he got them on the manlift with him to come down, the weight of all three caused it to descend at great speed. The manager slackened the speed by gripping the manila rope with his hands. In so doing, he burned his hands so badly that he had to go to the hospital.

Some time ago, at another western grain elevator a ten-year-old girl stepped on the manlift, pulled out the safety bolt, and was shot upward. She went over the top, fell 100 feet, and was killed.

At about the same time, in Indiana a child of the manager of an elevator went up the manlift to look for a bird's nest, fell, and was severely injured.

Many more cases could be cited, but these are enough to prove the point.

A grain elevator is not a safe playground for children. For their own protection, they should be kept away from the premises. The truck-dump, the manlift, etc., are what the law calls "attractive nuisances" so far as children are concerned, and the owner is apt to be held responsible if children are injured thereon, even though they are trespassers. So the owner should keep children away from the premises for his own financial protection as well as for their personal protection.

At country stations, particularly, the manager and his family frequently occupy a house adjacent to the elevator. When such is the case, these children and their playmates are in danger if allowed to visit the elevator. They may come even if forbidden. That is why the manlift should be locked if there is no one at hand to watch it, as for example, when the manager is home for dinner or working elsewhere on the premises.

State inspection of manlifts is becoming increasingly rigid, in the hope of preventing accidents to employees. But though there is danger to employees, it is apt to be overrated, as compared with danger to the public, which is apt to be under-rated.

The reason is that lack of practice and lack of acquaintance with the peculiarities of a particular manlift makes occasional use by the public dangerous out of proportion to constant use by employees.

For example: (1) In one grain elevator the way to hold the manlift at the second floor was to stick a nail in a hole; the employees knew this dangerous expedient, but a visitor who was injured thereby did not. (2) An endless belt manlift in a mill in Kansas had the well railed off on alternate sides, which fact an employee would remember, but which might cause an accident to an uninformed visitor. (3) At a recent trade convention a miller told of a bakery driver, waiting for a load of flour, who stepped on the manlift for a ride, found the well narrowed to a very small opening at the top (to show it was the top) but, being a thin man made himself as compact as possible, squeezed through, went over the top, and suffered several broken bones.

**Kansas City, Mo.**—The Quisenberry-Hobbs Co. has agreed with the Federal Trade Commission to stop representing that Gold Bond Chick Starter Feed will cause chicks to grow quicker and make chickens lay earlier than any other feed; that it supplies every need for bones, body, health or quick maturity; that thru use of the feed the egg yield will be doubled, and that no other feed will produce equal results.



# Employer-Employee Relations

By LT. COL. C. S. BOOTH, Winnipeg, Man., before Society of Grain Elevator Superintendents at Ft. William.

**The Employer** has a job to be done and he must have it done efficiently and at a cost which enables him to serve the consumer, secure a return sufficient to meet his overhead, provide himself with a living and return a reasonable margin of profit. He usually finds himself subject to keen competition so that all his costs, including wages, must be carefully watched if he is to be able to remain in business.

The employee's situation, at first glance, seems to be entirely different. Examination will show however that his problems are very similar to those of his employer. His first requirement is a wage sufficient to provide himself and his family with an adequate living, plus a reasonable amount which he can set aside, through insurance or otherwise to provide for sickness, old age and the care of his dependents. He also requires reasonable working conditions and security in his job. The one thing we all strive for is security for ourselves and our families and perhaps the greatest cloud overshadowing the lives of the wage earner is the fear of losing his job.

**Legislation Affecting Labor.**—In recent years governments have intruded more and more into the fields of business and it is to be regretted that recent legislation has in very many cases failed to achieve the objects for which it was intended, and has, in some cases, created evils worse than those which it was intended to remedy.

No one will deny that we have far too many laws or that many of the laws we have are unsound in principle and ineffective in their operation. If a business tackled its problems in the way many legislatures do it would quickly go out of business. Unfortunately governments do not seem to recognize any such deterrent.

While there are signs of it developing, there is at present little evidence of broad progressive and systematic study by our lawmakers of the problems they have to deal with. Usually when a problem develops a group of people affected by it press for legislation which will give them the relief they require. Insufficient thought is given to the broader aspects of the situation, and if its sponsors can find sufficient support, a new law is thrust upon an unsuspecting and long suffering public.

**In Manitoba** our Legislature passed, at its last session, a Strikes and Lockout Prevention Act which provides for the reference of any dispute between an employer and a majority of his employees to a Board of Conciliation and Investigation. This Act makes illegal a strike or lockout while a reference to a Board is pending. It recognizes the rights of employers and employees to organize for any lawful purpose; their right to bargain with one another, individually or collectively, thru their organizations or representatives and makes it illegal for any person to seek "by intimidation or threat to compel any employee to join or refrain from joining any union or voluntary association of employees."

This Act goes a long way towards preventing the occurrence of strikes and lockouts but it is inadequate in many respects, particularly in its failure to fix responsibility upon unions for their own acts in connection with strikes. I very much prefer the provisions of "The British Trades Disputes and Trade Unions Act."

**Suggested Legislation to Curb Current Evils.**—I earnestly commend to you as a means of remedying some of the evils I have referred to the British Trade Disputes and Trade Unions Act of 1927. This legislation, adapted to meet conditions as they exist in the United States and Canada, would go a long way towards stabilizing the labor situation on this Continent.

The British Act was passed as a result of the very serious general strike in 1926 which tied up the whole country and affected about 2,730,000 men and resulted in the loss of around 167,000,000 man days of work. It was passed because the English people as a whole became thoroughly aroused to the situation and determined that there should be no repetition of it. Very briefly this Act provides as follows:

- (1) A strike or lockout is illegal, if
  - (a) The object is other than the furtherance of a trade dispute in the industry in which the strikers or employers locking out are engaged;
  - (b) Designed to coerce the government directly by inflicting hardship on the community.
 (This was designed to prevent "sympathetic or general" strikes.)
- (2) It protects persons refusing to take part in an illegal strike or lockout by giving them the advantages their union membership would ordinarily entitle them to.
- (3) It declares illegal picketing carried on in such numbers or in such a way as to be likely to intimidate workers or cause a breach of the peace.
- (4) Provides that collection of monies for political purposes can only be made where the worker consents. It also requires an accounting to the government of funds collected and used for political purposes.
- (5) Employees of the Crown must not belong to unions other than those composed solely of Crown employees.
- (6) Public authorities are prevented from making membership or non-membership in a union a condition of employment or a condition in any contract entered into by it.
- (7) The use of union funds in support of an illegal strike may be restrained by an injunction which may be applied for by the Attorney-General or any party who is interested and affected by it.

It is to be noted that in England trade unions are incorporated and can be fixed with responsibility for their Acts.

In Britain the effect of the foregoing has been to greatly improve the relationship between Employer and Employee, to increase the membership in the unions and improve their status.

It is my belief that until labor laws in the United States and Canada have been uniformly adopted along lines similar to the above we shall continue to have serious trouble which neither employers nor the authorities will be able to control.

**Know Your Men.**—There is no single factor which pays better dividends than to have and show a sympathetic interest in your men and their problems. It is often not practicable for the head of a firm to do this, but those of his staff who are in touch with the men can do so and can thereby engender a loyalty in the men which will carry him safely thru many a difficult situation.

**Select Your Foremen Carefully.**—A good technician is not always a good foreman, and unless a foreman can secure the willing co-operation of his men he is a liability rather than an asset. Your time will be well spent in carefully selecting and training your foremen.

**Avoid Labor Turnover.**—You all know too well the cost of labor turnover. To avoid this the greatest care should be taken in the selection of men and your employment manager, or the executive who fills that office should be selected with a view to his ability to select the type of men who will be an asset to your organization. In any event the practice of leaving the matter of hiring and firing to individual

foremen or departments is much too hazardous and unsatisfactory to be permitted.

**Wages.**—This to the worker is, of course, the paramount consideration in his relations with you. The well-being of his family is dependent on it. Generally, if you can visualize yourself in the other fellow's place and then, with the knowledge you have of the conditions of your business, fix his wages at what you conscientiously believe to be fair, you will not go far wrong.

Just now the trend of wage scales is upwards. Costs of living are higher, and already many increases of wages have been put into effect.

May I suggest to you that you review your own situation carefully and if you find your business warrants an increase in wages, that you give it. If you yourself ever got an increase without asking for it you will know how favorable a reaction would ensue. If you can see that you are going to be asked for an increase and will have to give it, it is far better to anticipate the demand because you will get no credit and very little thanks for increasing wages after your employees have demanded it.

**The Employee Representation Plan** is in operation in a number of plants. Under it a committee is formed composed of representatives appointed by the management and representatives of the employees who are elected from their own numbers without any interference from the management. This committee is empowered to discuss and make recommendations in all matters affecting wages, hours, working conditions, complaints and like subjects. Such a committee affords protection to the worker against unfair treatment or unjust dismissal.

**Topeka, Kan.**—Kansas City, Kan., Atchison and Leavenworth elevator operators and millers have asked Kansas' Gov. Huxman and the corporation commission not to seek rehearing before the Interstate Commerce Commission on granting of transit privileges to terminal markets. Gov. Huxman refused to ask the corporation to recall its application to the I.C.C. for the rehearing. Said the I.C.C. in its original decision: "We are not impressed . . . since the relief sought . . . will merely permit the terminal markets to transit on an equality with the interior transit operators on the same rates, over the same routes."

## Quack Doctors Regimenting the Farmer

High prices now prevailing for hog meat in city markets as the result of government pig killing and the drouth might be supposed to be netting the farmer more money as was the alleged purpose of the Sec'y of Agriculture in ordering the slaughter to reduce the meat supply. The real purpose was to get political control.

During the five years 1921-1925 the average payment in June by packers to farmers for hogs was \$80,600,000; but in June, 1937, the farmers were paid only \$55,000,000. The consumers have cut down the purchase of pork at high prices.

What the farmers might have gained in the sale of hogs had not the government interfered is shown by the lamb situation, into which the government did not enter.

Lambs returned to the farmer in June \$11,000,000, against a June average in 1921-1925 of \$8,522,000. This higher return is despite the fact that mutton is not dear.

During the first six months of 1937 meat inspected included 340,000,000 lbs. lamb and mutton, an increase of 7,500,000 lbs., over the like six months of 1936, while pork inspected decreased to 2,296,000,000 lbs., from 3,421,725,000 lbs.

The decrease in hog packing due to the Sec'y's misguided activities has greatly reduced the unemployment situation in all packing plants.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Paul, Neb., Aug. 13.—Corn looks fine from here to 10 miles west, and will make good fodder.—Farmers Union Cooperative Ass'n.

Garland, Neb., Aug. 14.—We had a good crop of wheat producing from 15 to 30 bus. to the acre, and will have some corn, at least for feed.—Germantown Farmers Grain Co.

Pendleton, Ore.—Umatilla's new wheat is the best grade in the country's history. Of 110 tests made 78.1 percent test No. 1 and but 20.9 percent was under that grade.—F.K.H.

Huntingburg, Ind.—Wheat in Dubois county has been mostly threshed and the quality of the grain is excellent. Most of the farmers are inclined to sow a larger acreage of wheat this fall.—W.B.C.

Dallas, Tex., Aug. 19.—Crops, such as milo and kafir in West Texas are beginning to need rain badly. Hot, dry weather since Aug. 1, and cotton has deteriorated a good deal. Believe fully 25% of prospective yield of three weeks ago has been lost.—G. H. Rogers, Doggett Grain Co.

Monroe, Ind., Aug. 19.—Wheat and oats have both produced poor crops. Hope is felt for the corn, but corn is spotted and much of the crop will require another six weeks at least to mature. Corn planted in low spots, where water stood last spring, was slow to develop.—Sim Burk, Burk Elevator Co.

Ainsworth, Ind., Aug. 13.—Wheat and oats have produced the finest crop in many years. Some of the wheat and oats are being harvested with combines, and much of this combined grain is being sold direct from the fields. Prospects for a good corn crop were never better.—E. L. Denison, Oakdale Farm Supply.

Stratford, Tex., Aug. 9.—Our wheat was a failure. But with early rain this territory will produce a big row crop. Scattered showers have already helped. A large acreage of row crops was planted, and a few fields of 60 day milo are already heading. Unusually hot weather prevails.—R. E. Roberts Grain Co., per L. P. Hunter.

Kalispell, Mont.—Flathead county this fall will harvest the biggest money crop in its history, is the consensus of elevator men and others in close touch with agricultural conditions and the market. It is estimated that the wheat crop will run to 450,000 bus., and also bumper crops of peas, oats, barley and forage are expected.—F.K.H.

Calhoun, Ky.—Growing corn along the Green river valley is looking unusually promising and the yield is expected to be much better than last year. Farmers are more prosperous now than they have been for several years past. Timothy hay is reported to be of unusually fine quality. Most of the farmers in this section are planning to sow a large acreage of wheat this fall.—W.B.C.

Toronto, Ont., Aug. 9.—The condition Aug. 1 compared with Aug. 1, 1936, in parentheses, is spring wheat, 94 (80); oats, 96 (76); barley, 96 (76); mixed grains, 98 (75); beans, 91 (83); soybeans, 95 (84); buckwheat, 91 (63); and flaxseed, 97 (73). The yield of fall wheat per acre is 26.7 bus. per acre, against 24.5 a year ago.—S.H.H. Symons, statistician, Ontario Dept. of Agriculture.

Decatur, Ill., Aug. 14.—The wheat crop is not as large as it looks from the figures. Receipts so far in nearby Illinois terminals show a very large percentage of the wheat has been of such very poor quality that it would not be acceptable for contracts. Flour millers will also have to grind more of it to produce a barrel of flour. Good quality wheat will be in demand.—Baldwin Elevator Co.

Decatur, Ill.—Oats threshing all over and so are the offerings. Heavy feeding of ground oats on the farms, as oats now rank as the cheapest livestock feed available. At prevailing prices oats on mid-western farms are worth but \$12 to \$15 per ton, while commercial feed-

stuffs average double that level. Truckers are also active in hauling oats out of the territory.—Baldwin Elevator Co.

McPherson, Kan., Aug. 16.—Fall plowing is pretty well over with. It is too dry for corn and feed to mature. Corn fodder is being cut as very little corn can mature even in the Smoky Hill River Valley as there were too many hot days of 105-115 degrees. The wheat crop and threshing was well taken care of owing to the favorable dry weather. Yields averaged good.—F. L. Mowbray.

Amarillo, Tex., Aug. 19.—The corn crop in South Texas, we understand is good. Back this way it has been damaged some by the recent hot dry weather. Here in the Panhandle we have had no rain to amount to anything since the first half of June. Cotton has also been injured some during the past two weeks, and we do not believe that Texas will make as large crop as the Government estimate.—Les-ter Stone.

Madison, Wis., Aug. 14.—Wisconsin's corn crop is now estimated at 79 million bushels, which is nearly 80 per cent larger than the small crop of last year and somewhat above the state's average. The acreage of corn is large this year and a good crop of silage is assured. While corn in some areas has suffered from lack of rain, an above average crop of ripe corn is still in prospect.—Walter H. Ebling, agricultural statistician.

Columbus, O., Aug. 11.—The condition of corn varies widely over Ohio. In north-central and northwestern Ohio the heavy rains were detrimental to the corn and conditions there declined somewhat during July. In other parts of the State conditions improved, on the average, and the outlook on Aug. 1 was for a crop of 150,381,000 bus. Production last year was 121,605,000 bus., while the five-year 1928-32 average is 129,257,000 bus.—Glenn S. Ray, agricultural statistician.

Minot, N. D., Aug. 13.—Conditions north and east of a line from Minot to Jamestown promised about an average crop, except that rust was making serious inroads on grain in the lower Red River Valley. About 30 miles south of Minot and a lesser distance west of Jamestown wheat became almost a failure and little commercial production is expected over that portion of the State south and west of those cities. Wheat continued poor across South Dakota through Pierre.—J. F. Moyer, sec'y Kansas Grain, Feed & Seed Dealers Ass'n.

Oklahoma City, Okla., Aug. 10.—On the basis of conditions as of Aug. 1, the production of corn is estimated at 29,785,000 bus. The forecast on July 1 was 32,338,000 bus. Production in 1936 was estimated at 11,772,000 bus. and the average production, 1928-32, was 51,842,000 bus. The condition of corn on Aug. 1 was 72 per cent of normal, compared with 80 per cent a month ago, 24 per cent a year ago, and 68 per cent the 10-year average. The indicated yield is 17.5 bus. per acre, compared with 6.5 in 1936 and 16.7 bus., the 1923-32 average.—K. D. Blood, and C. E. Burkhead, statisticians.

Winchester, Ind., Aug. 14.—Farmers are not selling their oats and on the other hand are running around buying them from 32c to 35c. Until new corn is available, oats seem to be the cheapest feed to be had. Our corn crop is still coming along just as fine as can be. In a few scattered sections through Eastern Indiana, hail has completely destroyed it, but the area compared to the total is nothing to speak of. Only complaint we are having is there are too many shoots on the stock, but it wouldn't be natural if they didn't complain about something. Spring sown clover and alfalfa is very fine.—Goodrich Bros. Co., C. C. Barnes, Ex-Vice-Pres.

Helena, Mont., Aug. 12.—Production of all wheat on Aug. 1 was estimated at 24,330,000 bus., which compares with 13,626,000 a year ago and the 1928-32 average of 45,160,000. Winter wheat production on August 1 was estimated at 6,594,000 bus., which compares with 3,800,000 produced a year ago, and with the 1928-32 average of 8,998,000 bus. In the case of barley, more than one-third of the acreage is grown under irrigation, and the indicated production estimate of 2,016,000 bus. shows no change from a month ago and compares with the short crop of 798,000 bus. a year ago and with the five-year (1928-32) average of 3,826,000 bus.—Federal Agricultural Statistician.

Princeton, Ill., Aug. 20.—Thru northern Illinois, Chicago to Freeport and south to here the heavy rains last night and today have come in

time to avert serious damage to corn from firing. Such damage so far has not been bad except in portions of a few fields. However, much corn is now leaning over badly from the storms, some of which can straighten up if no further heavy rain or wind comes during next ten days. Early field seen on today's trip now has moisture enough to go through. Oats are being fed heavily in absence of old corn. Soy beans of luxuriant growth and a smaller per cent than intended will be cut for hay.—H. C. Donovan, of Thomson & McKinnon.

Springfield, Ill., Aug. 17.—Progress and condition of corn is generally average to very good; much is in the roasting-ear stage and there is an unusually fine development in many localities. Showers in the north the first part of the week largely stopped deterioration, tho good rains are needed generally there and elsewhere as scattered localities are again reporting slight firing; in Peoria County the rainfall of recent weeks has been particularly scanty, also in the extreme south, and corn deterioration continues. Soybeans are average to very good generally tho there is considerable complaint of weediness; earlier fields range in development from blooming to forming beans.—E. W. Holcomb, U. S. Weather Bureau.

Winchester, Ind., Aug. 21.—Had another very unsatisfactory week of harvest, just a few oats dribbling in, don't believe there is more than 5% of the usual amount being sold. Those that do come in are badly stained and light in weight. We have had an ideal week, however, for the growing corn. One good rain and very hot days. Believe we have had all the moisture necessary to make a corn crop. What we need now is some good dry weather. If we get this, farmers will have the greatest surplus of corn to market they have had for many years. The better corn is already past the roasting ear stage. From the amount of grinding our country elevators are doing, the oats and wheat that was kept on the farm will shrink very rapidly.—Goodrich Bros. Co., C. C. Barnes, Ex-Vice-Pres.

Minneapolis, Minn., Aug. 11.—Many will be disappointed in the threshing returns from the areas affected by rust; the straw is unusually heavy but the good looking prospect will fall below expectations due to the shriveled and shrunken kernels of wheat. The early fields are always the best, and this grain is coming to market now showing good yields, good quality and good test weight. The lower yields and lighter test weights will come later and will prove the destructiveness of the rust in this section of the country. The estimate of 104 million bread wheat and 28 million durum, or a total spring wheat crop of 132 million for the four Northwest States seems high, considering present adverse conditions. Heat and drought caused much of the damage in the western area, but the black stem rust was the most damaging factor in the eastern or main wheat territory.—Cargill Crop Bulletin, T. R. Shaw, editor.

Springfield, Ill., Aug. 16.—Illinois has a good corn crop in prospect and highly favorable quite generally across the large central section of the state. State condition was lowered somewhat by drought and heat in the more northern counties, where corn is late, and in some dry spots downstate. In a general way the declining condition in these areas was largely offset by improvement elsewhere. Stands in much of the state are now tall, heavy, and well eared. About 50 per cent of the state crop is now in or past roasting ear stage. Illinois August 1st condition of corn at 92 per cent was the highest of all important corn states. Oats are a large crop generally and the average yield per acre is the best since 1917. Oat threshing is nearing completion. Many phenomenal yields have been reported, especially in the upper central and west-central areas which have a record crop. Winter wheat yield held up to average though quality was disappointing. There was much light weight wheat in the central area and some so badly damaged by rust that it was unfit for milling. Southern Illinois had a good wheat crop. About 30 per cent of the wheat crop was harvested by the combine this season, and averaged from 6 to 7 per cent in the southern to 27 to 65 per cent in the central and northern districts. State rye yield was above average. Soybean outlook is above average though many fields are unusually weedy.—A. J. Surratt, Sr. Agricultural Statistician.

Topeka, Kan., Aug. 11.—With threshing returns nearly complete on Aug. 1, winter wheat yields over the eastern two-thirds of the state



substantially higher than expected a month earlier more than offset the decreased yields in western Kansas and the August 1 estimate is 158,040,000 bus. and compares with 120,198,000 bus. produced last year, and 177,954,000 bus., the 1928-32 average production. The oats crop is estimated as 35,075,000 bus., compared with 32,186,000 produced last year, and 34,515,000 bus. the five year average. Condition of the corn crop on Aug. 1 at 65% of normal indicates a crop of 54,876,000 bus., which is the largest since 1933. Production last year totaled only 11,036,000 bus., while the 1928-32 average production was 126,756,000 bus. The prospective yield of 17.0 bus. is only a little lower than the 1924-33 average yield of 18.1 bus.; but the planted acreage this year was less than half as large as the 1928-32 average.—H. L. Collins, agricultural statistician.

Decatur, Ill., Aug. 21.—Rains were very beneficial for development of the corn crop, scattered localities show slight firing on higher ground. Bulk of the corn is in the roasting ear or hard dough stage, and the earliest is denting. Prospects for bumper crops are generally overestimated and short crops under-estimated. Present prices for hogs and livestock make feeding operations very profitable. Commercial demand for corn goods is flat, everyone awaiting adjustment in price between old and new crop. Oats are a big crop—good quality—and the average yield per acre is the best since 1917. However, the amount sold by growers was very small. Due to low price, large quantities are being fed to livestock, relieving feed shortage resulting from last year's short corn crop. On a "pound-for-pound" basis, oats look cheap even when compared with new crop corn, while compared with old crop corn they are far out of line. Naturally, growers will hold back hoping for some readjustment between the price of these two feed grains.—Baldwin Elevator Co.

Fort Worth, Tex., Aug. 21.—The last Government estimate on the Texas corn crop was about 75,000,000 bushels, which we think very well reflects the size of our corn crop. Do not recall just how many cars of new crop corn have been received in our market as we have been getting quite a few cars the past two weeks and as much of our corn has been distributed from San Antonio, Waco and Dallas, Texas, as from our own market. Nearly all of this new corn is grading No. 1 and No. 2 white; the moisture content has been running very low on the white corn from South Texas, being all the way from 8½ to 11%; an occasional car has graded No. 3 on account of test weight, from 51½ to 52½ lbs. Some new crop corn is beginning to move in the Waco-McGregor territory and Central Texas and a few lots have been received and shipped from the Celina-Plano territory and extreme North Texas. By next week the movement all over the State should be under way, weather permitting; however, supplies of new corn have been much smaller this week than was expected, as farmers are very busy gathering cotton all over Central and South Texas and they will let the corn stand until they get their cotton out of the fields.—C. M. Carter Grain Co., Carl Ferguson.

## Books Received

**BUSINESS UNDER THE NEW PRICE LAWS**, by Burton A. Zorn and George J. Feldman, characterizes the Robinson-Patman Act as legislation that "combines breadth of application with minuteness of control and vagueness of implication" and expresses doubt as to the economic desirability of resale price maintenance legislation. Outlined in detail are the history and ramifications of the various price laws. Examined are the dangers to be encountered and the precautionary measures to be undertaken. Resale price maintenance laws which have been enacted in 41 states the authors describe as a "far more direct and more questionable approach" to the problem than is the Robinson-Patman Act, which, they observe, could not furnish a complete solution to the problem of price cutting, since nothing in the Act can prevent a store from allowing far less than its average markup on selected items of merchandise. Published by Prentice-Hall, Inc., New York, N. Y.

## Grading of New Crop of Small Grains

Small grain crops this year, with but few exceptions, are superior in quality to the 1936 crops, it was reported by the Bureau of Agricultural Economics based on inspection records covering July receipts at representative markets.

Only soft red winter wheat was reported as "distinctly inferior" in quality. Early marketings of eastern barley indicate that the supply which will meet the grade requirements for malting barley this year is not likely to be any greater than that of last year, but western barley is fully equal in quality to the 1936 crop.

Hard red winter and white wheat are running superior in quality to early marketings last year. Inspections of hard red winter wheat during July showed that 70 per cent graded No. 2 or better as compared with 62 per cent in July last year. Sixty per cent graded into the superior sub-class dark hard winter as compared with 70 per cent last year, and a very small percentage graded smutty or contained excess moisture.

Receipts of white wheat, principally in the Pacific Coast States, showed 93 per cent grading No. 2 or better as compared with 91 per cent last year. Seventy-seven per cent of the white wheat was classified as hard white as compared with 36 per cent in 1936, and only 7 per cent graded smutty. Eighteen per cent of July receipts last year graded smutty.

Only 21 per cent of the July receipts of soft red winter wheat graded No. 2 or better. This compares with 87 per cent during the same period last year. Sixteen per cent of these receipts contained excess moisture and were graded tough and 30 per cent graded light garlicky and garlicky, as compared with 4 per cent and 23 per cent, respectively, during last year. The test weight per bushel of soft red winter wheat also is materially lower than it was in 1936.

The average test weight of all wheat received at Chicago during July was 54 pounds, against 60 pounds in July, 1936.

The wheat crop in Texas is of excellent quality, grading approximately as follows: 55 per cent No. 1; 30 per cent No. 3; 2 per cent No. 4; 3 per cent No. 5, and 3 per cent sample grade. Up to the present time the only degrading factor has been test weight, with the exception of a few cars of heating grain.

Kansas City receipts of hard red winter wheat during the first half of July were of exceptionally high quality in every respect, being of high test weight, low in moisture, free of foreign material, and smut, or other

degrading factors. It is reported that the general baking qualities of the new hard red winter wheat crop are excellent on the whole.

Average protein of 17,126 cars of wheat tested during July by the Kansas City office of the Kansas inspection department was 13.19%, against 13.96% on 7,804 cars tested in July, 1936. The July average on 11,398 cars tested by the Missouri department was 12.94%, against 13.27% on 9,793 cars a year ago. An average protein of 13.09% is shown on the combined inspection of 28,524 cars by both departments during the month just past, compared with 13.58% on 17,597 cars a year ago.

This year's crop of oats is distinctly superior to that of last year. Inspections during July showed that 68 per cent graded No. 2 or better as compared with 36 per cent in July 1936. The oats now being marketed in the corn belt states are averaging higher in test weight per bushel and lower in the content of thin oats.

The quality of rye, as shown by the July inspection records of the Bureau also is better than July receipts in 1936.

## Grain Imports

Imports of grains into this country during June included 13,824,000 bus. of corn, 3,000 bus. oats, 1,064,000 bus. of wheat, and 40,259 lbs. barley malt, compared with 34,000 corn, 2,000 oats, 134,000 rye, and 3,028,000 wheat during June last year.

Imports for the six-month period, January-June, 1937, totaled 52,165,000 bus. corn, 52,000 bus. oats, 207,000 bus. rye, 8,087,000 bus. wheat, and 254,401,000 lbs. barley malt, compared with 5,662,000 corn, 46,000 oats, 154,000 rye, 13,493,000 wheat, and 122,095 barley malt during the same period a year ago.

Future delivery purchases on the Chicago Board of Trade totaled 9,640,000,000 bus. during the 7 months prior to Aug. 1, against 5,393,000,000 bus. during the like period of 1936. During July trading in all grains aggregated 1,836,000,000 bus., against 1,777,138,000 bus. a year ago.

## Condition and Production of Minor Crops

The U. S. Dept. of Agriculture reports the acreage in thousand acres, condition in percentage and production in thousand bushels of buckwheat and grain sorghums as follows:

BUCKWHEAT					
State	Acreage	Condition		Production	
		1937	Aug. 1 1937	1936	1937
Maine	11	86	84	160	198
Vermont	2	81	87	44	44
New York	134	51	86	2,016	2,412
Pennsylvania	130	64	83	2,418	2,340
Ohio	20	68	75	320	350
Indiana	12	38	83	104	156
Illinois	5	50	83	68	72
Michigan	20	54	82	172	270
Wisconsin	14	54	71	100	154
Minnesota	10	46	79	100	100
Iowa	6	45	78	27	84
Maryland	6	73	87	90	120
Virginia	14	60	82	196	182
West Virginia	20	72	84	255	360
North Carolina	4	65	79	60	56
United States	418	58.3	83.0	6,218	7,007

GRAIN SORGHUMS					
State	Acreage	Condition		Production	
		1937	Aug. 1 1937	1936	1937
Missouri	357	41	86	1,428	5,712
Nebraska	184	32	73	884	2,208
Kansas	1,457	37	65	5,463	15,298
Oklahoma	1,500	36	65	6,560	13,500
Texas	3,104	69	80	31,711	52,768
Colorado	340	33	52	1,953	2,550
New Mexico	375	66	73	1,950	5,625
California	133	84	82	3,993	3,458
United States	7,552	55.8	74.1	55,701	102,643

FLAXSEED					
State	Acreage	Condition		Production	
		1937	Aug. 1 1937	1936	1937
Mich.	68	79	138	60	66
Wisc.	56	81	79	40	44
Minn.	43	77	6,040	4,235	4,246
Iowa	70	84	178	80	90
N. Dak.	13	54	5,944	551	2,245
S. Dak.	14	53	2,170	132	270
Kans.	4.0	86.0	241	168	276
Mont.	22	39	1,149	32	30
Calif.	14.0	17.0	588	588	714
U. S.	31.6	68.1	15,996	5,908	8,014

<sup>1</sup>Short-time average. <sup>2</sup>Yield per acre.

## Soybean and Cowpea Condition in Leading States

The crop estimating board of the U. S. Dept. of Agriculture reports the condition of the soybean and cowpea crops in leading states as follows:

SOYBEANS				
State	Average	Condition August 1		
		1923-32	1936	1937
Ohio	83	61	82	
Indiana	82	52	85	
Illinois	82	60	87	
Iowa	89	59	89	
Missouri	83	38	83	
North Carolina	82	79	84	
Louisiana	79	80	84	
United States	81.4	59.5	84.6	

COWPEAS				
State	Average	Condition August 1		
		1923-32	1936	1937
Illinois	76	57	81	
Missouri	80	50	81	
North Carolina	77	73	81	
South Carolina	70	66	73	
Georgia	74	58	74	
Tennessee	78	65	81	
Alabama	74	73	75	
Mississippi	73	82	79	
Arkansas	76	75	82	
Louisiana	72	76	81	
Texas	74	77	79	
United States	74.8	65.9	78.4	



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Memphis, Tenn.—The first shipment of new Louisiana corn, grading No. 1 yellow, was received Aug. 18.

Garland, Neb., Aug. 14.—We have shipped in 4,000 bus. of 32-lb. or better oats; and during threshing we shipped out 35 carloads of wheat. —Germantown Farmers Grain Co.

Kansas City, Mo.—Industries here made their first large purchases of new Texas corn Aug. 18. The price was \$1.12 delivered St. Joseph for No. 2 white, immediate shipment for 40 cars.

Toledo, O.—The motor ship Fiertz of New York recently loaded 55,000 bus. of red wheat for shipment to Philadelphia for export, the first export movement of wheat from Toledo in five years.

Galveston, Tex.—Wheat receipts were 1,300,000 bus. in July, 919,000 bus. in June, against 466,000 in July and none in June, 1936. Shipments were 1,636,224 in July, 262,000 in June, against 46,000 bus. in July and none in June, 1936.—Geo. E. Edwardson, chief inspector.

New York, N. Y.—July receipts of grain included 183,866 bus. wheat, 1,276,000 bus. corn, 43,225 bus. oats, 10,200 bus. rye, 37,400 bus. barley and 576,400 bus. flaxseed; compared with 1,638,699 bus. wheat, 144,284 bus. corn and 319,874 bus. oats during July, 1936. Shipments were 457,000 bus. wheat, against 1,775,000 bus. wheat and 4,000 bus. rye during July, 1936.

New Orleans, La.—New Orleans received during July 9 cars of wheat, 1,857,827 bus. corn, and 9 cars oats, against 14 cars wheat, 3 cars and 5,522 bus. corn and 8 cars oats during July, 1936. Shipments during July were 1 car and 3,175 bus. wheat, 534 cars and 43,156 bus. corn, 3 cars and 4,112 bus. oats, against 18,628 bus. wheat, 760 bus. corn and 5,985 bus. oats during July, 1936.—J. M. Wilke, chief inspector.

Fort Worth, Tex., Aug. 20.—Up to yesterday there had been 30 cars of new crop shell corn inspected in this market, all of them grading No. 1 and No. 2 white or yellow with the exception of 2 or 3 cars that failed to make the grade on test weight only. There is a growing belief that our crop is considerably over estimated, also a growing fear that an unusually large percentage will be held, resulting in a much lighter movement than we enjoyed the past two years.—E. M. Rogers Co., J. C. Simons.

St. Louis, Mo., Aug. 10.—Receipts of grain at this market during July, compared with receipts in July, 1936 (shown in parentheses) were as follows, in bus.: Wheat, 10,141,500 (7,846,500); corn, 492,500 (1,378,500); oats, 698,000 (1,473,000); rye, 34,500 (24,000); barley, 234,600 (86,400); soy beans, 24,000 (45,000); kafir, 19,600 (9,800). Shipments were: Wheat 2,744,000 (2,415,666); corn, 166,500 (744,324); oats, 225,500 (443,934); rye, 22,500 (39,975); barley, 68,800 (83,620); kafir, 4,200 (2,900).—W. J. Krings, Merchants Exchange.

Ottawa, Ont., Aug. 19.—Canadian wheat in store for the week ending August 13, 1937, decreased 794,608 bus., compared with the previous week and 87,892,612 bus., when compared with the corresponding week in 1936. The amount in store was reported as 29,227,704 bus., compared with 30,022,312 bus. for the previous week and 117,120,316 bus. for the week ending Aug. 14, 1936. Wheat marketings in the Prairie Provinces, for the week ending July 30, 1937, amounted to 612,671 bus., a decrease of 92,029 from the previous week when 704,700 bus. were marketed. During the corresponding week a year ago, the receipts were 901,019 bus.—R. H. Coats, dominion statistician.

Duluth, Minn.—The big grain movement has started and heralds the opening of heaviest fall business in this market in the past five years. Estimates of the total grain expected to be handled in this market for the year run up to 100,000,000 bushels. Receipts are now running between 500 and 600 cars a day with

the peak of the movement expected during the Labor day week-end. Duluth grain men expect to receive more than a normal proportion of the grain crop because of the favorable prices prevailing here. Buyers have been taking cash offerings right and left and are expected to continue to do so. Commission houses are directing cars here without hold orders at country sampling points and business has picked up tremendously, as supplies are urgently wanted.—F.G.C.

Dallas, Tex., Aug. 19.—Some new corn has been received from south Texas. Most of the corn is white, and probably 75% of it is grading No. 2 or No. 1. The corn is testing 52 lbs. or better, and moisture runs in some cases below 10%. Corn in central Texas and north Texas is not dry enough to shell and ship. It will take two or three weeks for this corn to cure properly. Texas is going to have to supply all the adjoining states with corn until their crops are ready for market. Some of our corn will probably move towards the Pacific Coast. We believe the Government report for Texas is too high. South Texas will have about 50% of last year's crop, central Texas probably a little more, and north Texas about 90% to 100%.—Doggett Grain Co.

## Galveston Resumes Grain Exports

For two years exports of wheat from the port of Galveston, Tex., had been negligible, but this year with the large crop of good quality wheat in Texas and Oklahoma, exports have revived.

Twelve steamships cleared with wheat during the month of July. For Antwerp the Binnendyk took 48,000 bus., the Kastelholm 279,500 bus., the Lubeck 184,000 bus., and the Ginnheim 93,333 bus. For Rotterdam the Narbo took 80,000 bus., the Charles L. D. 312,333 bus., the Oakwood 120,000 bus., the Johannes-Molkenbuhr 277,678 bus. For Copenhagen the Frode took 16,000 bus., and the Stureholm 24,000 bus. The Tatra loaded 66,000 bus. for Oslo, the Oakman 44,579 bus. for Havre.

July shipments totaled 1,535,424 bus. wheat, against only 46,000 bus. in July, 1936. In addition there was a coastwise shipment of 100,800 bus. by the Jean to New York.

The South Dakota Wheat Growers Ass'n has completed presentation of evidence in its \$85,000 claim against the United States Government resulting from its co-operation with the Farm Board's stabilization program in 1929-30.

## Corn Imports at Chicago

Lyman C. West, statistician of the Board of Trade, reports that of the 7,265,000 bus. of corn received at Chicago during July 5,360,000 bus. was imported by water.

June imports were 4,284,000 bus., and those for the month of May were 2,708,000 bus.

Cargoes of corn unloaded so far during August have been as follows:

Date	Steamer	Bushels
July 28—Penetang	.....	86,000
July 28—Wm. Schupp	.....	97,000
July 31—Windoc	.....	260,000
July 31—J. B. Foote	.....	93,000
Aug. 2—Barge 137	.....	190,000
Aug. 2—W. F. Nisbet	.....	109,000
Aug. 4—Shelton Weed	.....	103,000
Aug. 5—Canadoc	.....	256,000
Aug. 5—Meaford	.....	92,000
Aug. 6—Hagarty	.....	380,000
Aug. 6—Don Stewart	.....	83,000
Aug. 7—Rahane	.....	66,000
Aug. 9—W. D. Rees	.....	200,000
Aug. 9—J. J. Rammacher	.....	97,000
Aug. 9—Saracen	.....	100,000
Aug. 10—W. H. Daniels	.....	105,000
Aug. 11—Sarnian	.....	156,000
Aug. 12—N. P. Clement	.....	107,000
Aug. 13—S. G. Taylor	.....	108,000
Aug. 13—Brullin	.....	84,000
Aug. 13—F. V. Massey	.....	100,000
Aug. 18—R. W. Pomeroy	.....	105,000
Aug. 18—Barge 137	.....	190,000
Aug. 21—Steel Chemist	.....	75,000
Aug. 21—W. C. Warren	.....	100,000
Aug. 23—J. B. Eads	.....	188,000
Aug. 23—Ralph Budd	.....	243,000
Aug. 23—F. B. Baird	.....	105,000

Total since July 31 ..... 3,532,000

## Revival of U. S. Wheat Exports

By FRANK A. THEIS, Kansas City.

For the first time in five years the United States has a chance of competing as an exporting nation in the world's wheat markets. In 1934 I saw no chance for any export business that crop season. At that time we were strictly on a domestic basis, our prices in the United States as reflected in such markets as Chicago, Minneapolis, Kansas City, etc., were some 25 cents a bushel over the world's level. Incidentally, that same condition prevailed all through '33. The average at that time was about 35 cents over the world's level.

Today the Chicago July future used as a barometer is running 13½ cents under Liverpool October, which is the first time in six years that we have been definitely on a shipping basis to the world's markets.

On April 1 this year there was business put through to the Continent and to the United Kingdom for the first time. For a period of some two weeks there was about a million and a half bushels of wheat sold for forward position out of the Gulf ports, July and August loading.

The first wheat available for competition in the world's markets after the United States winter wheat is moved will be the Canadian wheat, which will be approximately the latter part of October. Next will come the Argentine wheat crop which begins to move in volume about Jan. 1 but is offered on the world's market about Dec. 1. So that for six months at least we have a pretty good chance of competing on a most favorable basis.

As to price, I can only say at the present time the price in Texas and Oklahoma figures about \$1.12½ delivered at the Gulf ports. This figures back to the producer about 90 or 95 cents a bushel at loading stations. About the same price can be paid in Kansas and northern Oklahoma. Now, as to possible export business from this territory, I believe (this is going to be the wildest kind of guess) there will be some 20 or 25 million bushels of wheat exported through the Gulf ports in the next six or seven months.

There are many disturbing factors in this export wheat situation. One thing I would like to call to the particular attention of the railroads, and that is the question of rail freight rates to the Gulf out of the Kansas City market, as an example, as compared to the waterways if they function. The present quoted rail rate from Kansas City to Gulf ports is 22 cents a hundred with some balances of around 20. The present quoted barge line rate, if it functions, figures 12 cents. So that you have something to think about when you start to moving wheat out of the Kansas City market for export.

I predict you are going through a new readjustment—not this year, but in the next three or four years—of a rate structure in this territory.

## Imports of Corn

Imports of corn into the United States, principally from Argentina, have been as follows, in bushels for the month and calendar year, as reported by the Department of Commerce:

Monthly Imports, 1936	Annual Imports
January ..... 1,868,798	1936...31,470,923
February ..... 583,372	1935...43,233,000
March ..... 1,185,512	1934...2,959,000
April ..... 1,052,400	1933...161,000
May ..... 937,760	1932...313,000
June ..... 34,473	1931...649,000
July ..... 1,300,996	1930...1,542,000
August ..... 1,549,035	1929...406,000
September ..... 4,163,566	1928...565,000
October ..... 8,122,228	1927...5,458,000
November ..... 6,263,178	1926...1,055,000
December ..... 4,429,605	1925...1,086,000
1937—	1924...4,107,000
January ..... 5,409,000	1923...203,000
February ..... 8,653,091	1922...113,000
March ..... 9,458,000	1921...164,000
April ..... 6,211,000	1920...7,784,000
May ..... 8,609,511	1919...11,213,000
June ..... 13,824,000	



# Depreciation, Obsolescence and Appraisals

By G. L. PATCHIN, Minneapolis, before Society of Grain Elevator Superintendents

To arrive at a sound or going concern value the appraiser makes a complete physical inventory of the plant, lists by classifications and describes in detail every machine, conveyor belt, bucket elevators, spouting, power transmission, miscellaneous equipment, not forgetting the cost of installing and the freight from the point of manufacture. The buildings are analyzed by a complete bill of material and by floors so as to locate the value. The appraisal engineer lists, locates, classifies and analyses all component parts of the property. There is no haphazard listing.

All machinery naturally falls into one classification and is thus considered by buildings and by floors. Other classifications, such as conveyors, bucket elevators, power transmission; bins, hoppers and spouting, tools and miscellaneous effects and railroad siding, are likewise grouped into their natural divisions and locations.

Conveyors, for instance, are so detailed that the number of feet of each conveyor in each building is shown, so that in case of fire the exact location of the value is known. There may be a variation of fifteen to forty per cent in the cost of different grades of conveyor belting. Thus, we see that an exact description is necessary to properly identify that property in case it may be destroyed by fire.

After the listing of the property has been completed each item is priced on the basis of cost of reproduction new. That is, current market value based on replacement as of like kind and character. Right now we can get into some good arguments. If the machine is a current make the cost of reproduction is quite easy to ascertain as the manufacturer will quote a price at which he will replace the machine. If it is an obsolete model, the replacement cost is based upon the current model which most logically replaces it or that type of equipment that will be used to replace it. Now, I am going to answer a question right here which someone is thinking.

How are you going to ascertain the cost of cribbing in an old elevator that is built of white pine? You cannot even buy white pine today. It is available only for certain uses at prohibitive prices. If we are to figure the cost of cribbing in that elevator the total reproductive cost would be staggering and it is a cinch that if the plant burns it won't be replaced with white pine, in fact, the chances are it won't even be a cribbed ele-

vator. The answer is that we use the cost of Douglas fir as a basis which is figured around thirty dollars a thousand, board measure, as against seven or eight times that amount for white pine. Thus we arrive at a reproductive value that is not excessive and reflects the true value of a cribbed elevator.

Reproductive value is that amount that is necessary to replace as of like kind and character, but how about that old Corliss engine in elevator X? It would never be replaced. Well! Corliss engines are still made. Some industries, notably steam laundries, use them because they have other uses for steam than merely that of power. Generally speaking, they would never be replaced in an elevator, but nevertheless, we are able to secure reproductive values on Corliss equipment due to its use in other industries.

**Depreciation.**—Remember we are after *use* value, thus, we must not depreciate according to straight line methods. That conveyor for instance, running from the workhouse over the bin section, is about twenty years old, they have a good superintendent in elevator X. He believes in plenty of grease and when a bearing goes bad he replaces it. There is practically no wear on the metal portions of the conveyor. Ten per cent per year has been taken on the books, as far as the books are concerned it doesn't exist, yet here it is very much in service. The processes of maintenance and the addition of a new belt on the conveyor makes it now in every respect as good as new, consequently, your total depreciation is purely nominal, assuming that it is perfectly adequate for the needs of that plant.

**The actual condition** is the major factor in determining depreciation. What is the remaining life expectancy of the conveyor or of any equipment? The appraisal engineer must be a student of depreciation. He must know these things. He must give due regard to obsolescence and inadequacy. Supposing the conveyor was too small to handle the work, it is inadequate. Thus, the depreciation is higher. Supposing the construction is such that it won't stand up under high speed, all these factors are important but the most important is condition.

**Some types of grain separators** are both inadequate and obsolete, yet, they are kept in the elevator to take care of some special work. The depreciation on these must necessarily be heavier. Under no circumstances, except in cases of unused and dismantled machines does the appraiser attempt to approximate second hand value. The depreciated value shown in the appraisal should never be taken as an index of a second hand or trade in value of that equipment.

**Maintenance.**—Excluding the obsolescence and inadequacy factors the amount of depreciation in any elevator is largely determined

by the superintendent of the plant. Maintenance is the great retarder of depreciation. Adequate maintenance and good housekeeping increase sound value. A new coat of paint on the outside of the workhouse does not increase the reproductive value but it does increase the sound value. It has removed the normal depreciation from the original paint job as well as increased the sound value of that which it protects. A new conveyor belt does not increase the reproductive or capital value, yet, it has definitely increased the sound value of that conveyor. For this reason adequate maintenance records are most necessary to keep an appraisal up-to-date once it has been made, because the primary object of appraisals is to determine the sound value of the property.

There is another factor on depreciation—*use*. Some houses are used only as transfer points during the crop movement, others operate the year round. Depreciation in the latter is bound to be greater than in those houses used only a limited time. Two or three years ago we sent out a questionnaire to the superintendents of more than fifty elevators, asking several pertinent questions about length of life of various items of equipment in elevators. We were advised, for instance, that bucket elevators have a life all the way from five to fifty years. In analyzing this wide divergence of opinion, however, we found that the five year men were invariably referring to belts and disregarding the leg itself and the fifty year men were operating seasonal houses.

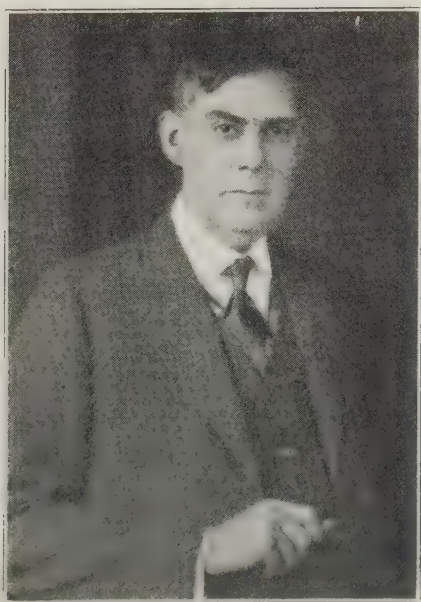
By deducting the amount of accrued depreciation from the reproductive value we obtain the sound value. Now there are various items of value which are excluded from insurance coverage. These are usually excavations, footings below lowest floor levels, underground piping and in some cases railroad siding. The proper appraisal is made in such a way that these items can be deducted from the sound values, on different portions of the property, thus giving the true insurable value.

All this data which we now have on hand is summarized by buildings and by classifications, one summary showing the total reproductive value, depreciation and the sound value of the entire plant by classifications, another summary shows the sound and insurable value by buildings and by classifications.

**Insurance.**—Now let's see what use we are going to make of all this. The most general use of an appraisal is for insurance. The exact amount of insurance to carry on each specific portion of the property has been determined by the appraisal.

Some properties, it is true, are insured under blanket forms of building and contents, nevertheless, the rate for that policy has been determined by analyses of the values of buildings and equipment and machinery therein. Your insurance policy states that any loss shall be paid upon the basis of replacement value as of like kind and character less the actual wear and tear, as of the date of the fire. We have arrived at just this value. The detailed technical descriptions in the appraisal is proof of this value. The appraisal has been made by an outside party having no particular interest in the amount of insurance carried, thus consequently, disinterested and therefore acceptable to an insurance adjuster in case of loss. It has been made by expert appraisal engineers who have given a lifetime of study to the proper methods of assembling such information and arriving at depreciation and is, therefore, authoritative. We know that with the appraisal the property is insured for its full use value and is not underinsured.

**Co-insurance.**—Most elevators are insured with an eighty or ninety per cent co-insurance clause in the policy. This means that the owner has agreed with the insurance company to carry insurance to eighty or ninety per cent, as the case may be, of the full value of the property, on return for this he receives a reduction in rate. If he doesn't carry to the full specified amount there are certain penalties attached in case of loss. In some states, notably Minnesota, an insurance



Frank J. Delany, Chicago, Ill., Deceased

## Frank J. Delany Passes

F. J. De'any, at one time active in the cash grain business at Chicago and as operator of the Mid-West 1,000,000-bu. elevator, died recently.

Mr. Delany became a member of the Board of Trade in 1908. He will be remembered by grain dealers in the central states who have heard him address conventions on economic subjects.

At his elevator he experimented with new bean processing methods and had some novel ideas.

He was appointed by Pres. Roosevelt to be technical adviser to Professor Moley at the World Economic Conference at London in June, 1933.



company is required by law to pay the full amount of insurance on a total loss, but most losses are not complete. Due to modern methods of fire resisting construction and sprinkler systems the average serious loss in an elevator will be only from ten to twenty-five per cent of the total value. This means that the co-insurance clause is at once brought into action to determine the degree of the liability of the insurance company. Now, just for illustration, supposing that you assume that the total value of the property is \$100,000. With an eighty per cent clause, \$80,000 worth of insurance on the property would be written. A fire occurs; the damage is estimated at fifty thousand dollars; the adjuster also checks up the total value of the property and determines that \$150,000 should have been the insurable value. This means that \$120,000 of insurance should have been carried to complete the terms of your agreement with the insurance company. The co-insurance clause reads: the insurance company will be liable for no greater proportion of any loss than the amount insured bears to eighty per cent of the cash value of the whole property as of the date of the fire. You have \$80,000 of insurance, your loss is \$50,000. On the face of things you are more than amply covered for the amount of loss, yet, according to the terms of your contract you will only collect \$37,500 or 80/120 or 75% of \$50,000. If you are able to prove that your total value was \$100,000 or the appraisal proves it for you, you would collect the full \$50,000. Co-insurance is a very fine thing because it saves the property-owner a lot of money on premiums. The reduction in rate under the co-insurance rate sometimes amounts to as much as fifty or sixty per cent from the straight insurance rate, but it is very important that the values are at all times provable.

**Depreciation under Tax Rulings.**—Another important use of appraisals has developed in the last few years in setting up depreciation rates under present American income tax rulings, whereby the internal revenue department has required that the depreciation be based on actual life of various classifications of equipment and buildings.

In some of the states notably Minnesota, appraisals have been used to a great extent to determine the values as a basis of depreciation for the state income tax law.

**Periodic appraisals.**—Some people have them every year to obviate the necessity of taking plant inventory. The average elevator is far removed from the general offices of the concern that operates it. Detailed, descriptive inventories of everything in that elevator is of invaluable use to the officers, especially the accounting department of that company.

The appraisal often brings to light various items of equipment that are of little use in one plant and can be used advantageously in another. It is protection against petty thievery. One plant after another has reported to us that since their appraisal petty thievery of small tools and equipment has practically stopped.

**The appraisal is a warning** pointing out needed plant repairs. If the painting on the workhouse of Elevator X has eighty per cent depreciation it is strong recommendation for authorization of that new paint that the superintendent wants and it may even relieve him of the necessity of making such a recommendation, and if he does he has very definite authority backing him up.

Some superintendents have been suspicious that the appraisers have been sent in to check on his management and on him personally. The appraisal engineer makes no reports except those contained in the detail of his appraisal, and he never deals in personalities. If the appraisal report shows excessive depreciation on any item or section of the property it is a warning finger that repair or replacements are needed and rare indeed is the superintendent that can not use these to excellent advantage in securing the necessary authorization.

The superintendent should also welcome regular appraisals of his plant because it relieves him of a degree of responsibility in the protection of property dollars. All of which means better records, more property information and accurate and provable values.

## Indiana Office Features Roomy Driveway

A roomy driveway covering the 24 ft. concrete deck of a 20-ton Fairbanks dial scale is a feature of the 28x28 ft. frame, iron-clad office of J. Gelzleichter & Son, grain, feed, seed and coal dealers at Huntington, Ind. The driveway is 12x28 ft. and has 12 ft. of clearance for high trucks. The concrete floor provides a concrete pit for the scale's deck and is integral with the foundation for the 12½x21½ ft. of space devoted to the office.

A little more than 5 ft. of space is left between one end of the office room and the end of the building. This is storage space for coal chutes, coal forks, scoop shovels, brooms, and the odd tools that are a part of the equipment of every grain and coal dealer, but are ordinarily found lying around somewhere under foot for lack of a proper storage place.

The office room is finished in white plaster. At the driveway side, behind the big weighing dial of the truck scale, are large windows, and one small window, with a convenient catch, thru which the weighman may hand tickets to the drivers of vehicles being weighed.

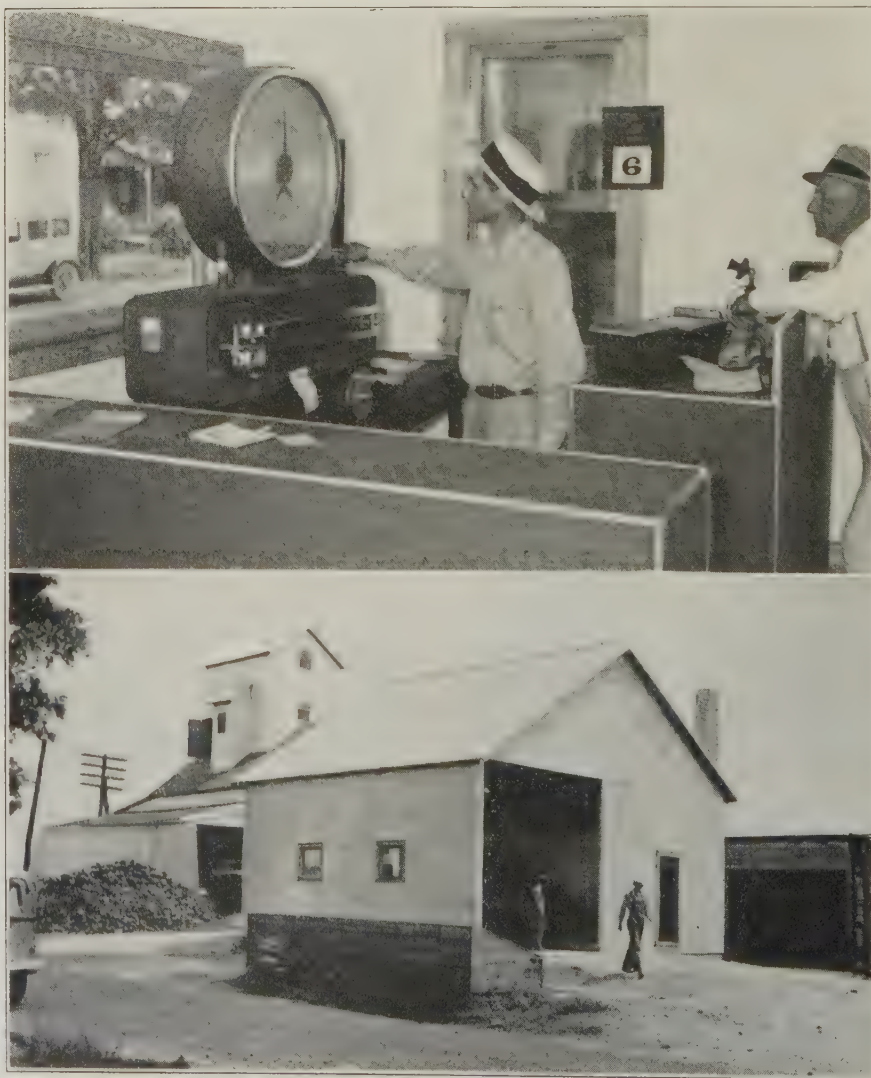
The scale dial and work desk are sepa-

rated from the rest of the office with pine counters, attractively covered on the outside and top with a mottled brown Masonite, finished at the edges and corners with aluminum heading. These counters reserve for the weighman and employes about one-third of the office space, and at the same time provide adequate support for opened books, sales recording machines, and other office equipment. Shelves under the counters are used for storing books and supplies.

At one side of the office the wall space is devoted to a large built-in cabinet that constitutes storage space for old records and reserve supplies of stationery.

J. Gelzleichter and his son, Ed, use the new office to serve their 15,000 bu. frame, iron-clad elevator on the Wabash railroad, recently completely refinished with aluminum paint. They also have storage space for 2½ carloads of coal and sell a couple of hundred carloads of coal annually, utilizing a fleet of six trucks for coal deliveries in Huntington, and for bringing grain to the elevator from nearby farms. Most of the trucks have wide beds and short wheel bases, the most convenient type for coal deliveries as well as general farm service.

**European importers** were right! They figured that with such a big crop our millers and speculators could take care of so much of our hedging sales and no more! After which time volume export sales would be necessary to prevent prices working temporarily to lower levels. European millers appreciate that by eliminating many of the bigger speculators, Washington indirectly played into their hands.—Graham & Co.



Above—Ed. Gelzleichter at Dial of New Scale, While J. Gelzleichter Looks On.  
Below—Well Equipped Office of J. Gelzleichter & Son at Huntington, Ind.



# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

## ARKANSAS

Lake City, Ark.—R. F. Bascom recently sold his grist mill equipment in this city to Otto Chrisco of Black Oak. Mr. Chrisco has moved a part of the machinery to Black Oak, placing it in a new building he recently erected on his farm southeast of that town.

## CALIFORNIA

Mendota, Cal.—The G. C. Holmes Warehouse Co. is building a feed and grain warehouse.

Norwalk, Cal.—Fire, believed to have been started by spontaneous combustion, destroyed nearly \$20,000 worth of hay and grain stored in the Western Consumer's Feed Co., warehouse here, Aug. 9.

Modesto, Cal.—Alvin H. Turner, 51, president of The Grange Co., died at his desk from a heart attack July 7. Mr. Turner was active in fraternal and trade association work and was one of the business leaders of his community.

Imperial, Cal.—A feed mill is being built on three local city blocks purchased by Jack Krasn, of the Krasn Packing Co. On an additional 80 acres feeder cattle will be prepared for the market. The company plans to spend \$100,000 on their industry here.

## CANADA

Humboldt, Sask.—The McNab Flour Mills, Ltd., recently installed a new diesel engine.

Walkerton, Ont.—The 100-barrel flour mill here, formerly owned by Petch Bros., has been bot by A. J. Metzger, who operates mills under the name of William Knechtel & Son at Hanover and New Hamburg, Ont.

Prescott, Ont.—Denial is made of the report that the grain elevator at Prescott is to be sold to private interests. Owing to the short crop in Western Canada fewer employees are now required at the elevator.

Victoria, B. C.—Negotiations for the purchase of the grain elevator at Ogden Point have been called off by Harvey Kavaner of Winnipeg. The deal had been pending for some time. Mr. Kavaner gave as his reason for relinquishing the option he held his belief the bulk of the prairie grain crop would move eastward.

## COLORADO

Delta, Colo.—J. D. Nickson has a new combination Kelly Duplex Mill.

Keenesburg, Colo.—Walter Steinwald has made improvements to his elevator here.

Holyoke, Col.—The Holyoke Farmers Co-op. Elvtr. Co. has recently improved its elevator.

Denver, Colo.—The Hy-Life Mineral Co. now has a Kelly Duplex motor-driven 1-ton Mixer.

Amboy, Ill.—Thru negotiations recently completed the Guffin elevator at Shaw Station became the property of the Lee County Grain Ass'n. The Grain Ass'n also operates an elevator at Lee Center.

Ignacio, Col.—The Ignacio Flour Mill, operated in the past by Loren and Harold Black, has been leased to S. E. Black of Bayfield. Loren Black will continue to operate the mill. Buying and selling will continue at Bayfield mill but actual milling will be carried on only at the local mill.

Lamar, Colo.—The deal has been completed whereby the Denver Alfalfa Milling & Products Co. become the owners of the office building and real estate located on South Fourth st., where the D. A. M. & P. Co.'s general offices have been for the past several years. Work will soon begin on an addition to the present building to house the accounting department and showers are also being installed in the shop division for the convenience of workmen. The building and lots involved in the transaction were purchased from the Chas. Maxwell Investment Co.

Center, Col.—The Center Elvtr. has recently installed new machinery for the cleaning of grain. Chop room at the mill was enlarged to an inside measurement of 17 x 40 feet.

## ILLINOIS

Foosland, Ill.—A new 10-ton scale was recently installed at the elevator of the Farmers Grain Co.

Wilton (Manhattan p. o.), Ill.—The Andres-Wilton Farmers Co. has erected a new crib at its local elevator.

Waynesville, Ill.—The Waynesville Grain Co. has been sold to the Martin Grain Co., of which J. R. Martin is manager.

Evansville, Ill.—Improvements at Evansville Feed & Supply Co. include a Kelly Duplex Mill and a vertical Feed Mixer, motor-driven.

Adair, Ill.—The driveway at the Farmers Elvtr. Co.'s elevator has been raised and widened, making it easier for large trucks.

Westfield, Ill.—The D. L. Arbogast Co. recently installed electric motors for the operation of its feed grinding and mixing machinery.

Cadwell, Ill.—The Randolph Milling Co. has installed a new corn cracker and grader—a Kelly Duplex, with special equipment for handling wheat.

Shipman, Ill.—The Shipman Co-op. Elvtr. Co. has installed a new conveyor operated by electric power, which replaces the gasoline power formerly used.

Shabbona, Ill.—The W. H. Herrmann Grain Co., Inc., has been dissolved and the business will continue as usual under the name of W. H. Herrmann.

Morrison, Ill.—The equipment of the Farmers Elvtr. Co.'s elevator has been improved by the installation of a new 20-ton scale, having a 22-foot platform.

Macomb, Ill.—The Farmers Grain, Fuel & Supply Co. completed its new elevator in time to receive the new crop. Capacity about 25,000 bus. Harve Mummert is manager.

Urbana, Ill.—Swift & Co. are installing two screw presses in their new soybean plant under construction. The extraction plant will be ready to operate either Sept. 15 or Oct. 1.

Walker (Macon p.o.), Ill.—The Van Gundy Grain Co. has torn down its south elevator at this point. The North elevator was completely re-vamped and re-modeled last fall.—G.H.R.

Belvidere, Ill.—For attempting to pass a worthless check at the Farmers Co-op. Elvtr. Co.'s elevator here, Thomas Holliday has been bound over to the September Grand Jury on a \$1,000 bond.

Earlville, Ill.—Improvements recently made at the elevator of the Farmers Co-op. Elvtr. Co. include widening of driveway, building of basement under the office and installation of a new vault.

Columbia, Ill.—The Columbia Co-op. Grain Co. has appointed Lloyd Downs, of Atwood, Ill., manager of its elevator, succeeding John Gummershimer, who resigned recently because of poor health.

Exline (Kankakee p. o.), Ill.—The elevator and office of E. L. Jarvis & Son have been painted. It is planned to take down the east building and use the lumber in the construction of an ear corn crib.

Sumner, Ill.—Charles W. Conour, at one time operator of a coal and grain store here, died suddenly at his home, August 12. The deceased had been an active merchant of Sumner longer than any other business man.

Denver, Colo.—Christian L. Heller, sec'y of the Colorado Milling & Elvtr. Co. of this city, died in a hospital in San Diego, Calif., on Aug. 4, from injuries received when his automobile collided with a street car in that city. Mr. Heller was 55 years of age.

Tuscola, Ill.—The De Kalb Agricultural Ass'n has purchased a piece of land here, preparatory to constructing a branch feed plant.

Newark, Ill.—A manlift dropped 40 feet recently in the elevator of the Newark Farmers Grain Co. One employee, who saw it dropping, jumped out of the way in time but another employee received several cuts on his forehead.

Shawneetown, Ill.—The old Junction elevator, a former Farm Bureau venture, was sold in forced sale recently to The Bank of Junction, only bidder. The consideration was \$375. The bank held a \$3,000 mortgage on the property, which has been idle for some time.

Danvers, Ill.—A block and tackle hookup was used to move the three ton safe of the Danvers Farmers Elvtr. Co., from the old building to the new one now nearing completion. When this safe was originally installed, it was set in place and the building built around it.

Nokomis, Ill.—The Nokomis Equity Elvtr. Co. and Roy N. Phillips, its manager, have filed suit in Christian County circuit court for damages resulting from an automobile accident which occurred recently. The elevator seeks damages for \$1,000 and Phillips asks \$2,500 personal injury damages.

Weedman (Farmer City p.o.), Ill.—The Weedman Grain and Coal Co.'s new elevator has been completed and will handle its first grain shortly. Plans as outlined in the June issue were followed thru in detail, excepting elevator 34x26x51 ft., Cupola 26x16x16, with driveway 36x14x13½ ft. was built.—G.H.R.

Minonk, Ill.—R. B. Stoddard has opened his Santa Fe house here to care for the over run of storage oats. Having filled his IC house to capacity, it was necessary to care for the excess. A new man-lift has been installed and plans are to tear down the old lumber shed, west of elevator and re-build modern.—G.H.R.

Rising, Ill. (p.o. Champaign)—Leland Fowler, of Rantoul, Ill., owner of the two elevators at this point, has completed minor repairs to his main elevator. A new Fairbanks 20T scale with platform 10x20 ft., has been installed in the office, and a new truck-lift has been installed in the driveway with 8x8 ft. floor grates.—G.H.R.

Harvel, Ill.—Ober W. Livergood, Jr., of Niantic, Ill., has been appointed manager of the Shellabarger Grain Products Co.'s elevator at this place. He has been employed in the Shellabarger offices in Decatur the past year. He is the son of O. W. Livergood, Sr., manager of the Niantic (Ill.) Farmers Grain Co., and probably is the youngest manager in Illinois.

Kankakee, Ill.—The contract for the construction of a 1,300,000 bus. corn elevator for General Foods Corporation has been awarded James Stewart Corpn. This consists of reinforced concrete construction throughout and includes a workhouse with scales, cleaning machinery and a 750-bushel per hour Randolph Steam Drier. It also includes a trackshed covering two tracks and receiving pits.

Gridley, Ill.—E. J. Klopfenstein, who recently purchased the interest of his partner, George Gramm, as reported in the Journal's last number, will operate as E. J. Klopfenstein. There are in connection with the business two elevators with a storage capacity of about 90,000 bus., both at Gridley. Mr. Klopfenstein started in the grain business 13 years ago, having purchased the Farmers Elvtr. at that time.

**More Limestone . . .**  
**in your Community.**  
**More Grain . . .**  
**for your Elevator**  
**LENIGH STONE CO., Kankakee, Ill.**  
Now "Wholesale Only"



Long Point, Ill.—The elevator properties here (2) long in name of the O. B. Wheeler estate, are now in the name of Maud R. Wheeler, widow of the late O. B. Wheeler. O. B. Wheeler Jr. is operating the property for his mother. Mrs. Wheeler enjoys the distinction of 55 years of the grain business at this one location, first with her father, then with her husband and now with her son, who has been conducting the grain business here for the past seven years.—G.H.R.

Champaign, Ill.—The soybean plant for Swift & Co. is nearly completed, there being only a few minor installations of equipment and a tuning up of the plant before they are ready to put it into operation. They expect to be operating early in September, and have planned an open house for three days in September, the 16th, 17th and 18th. They have sent out invitations to a great many to visit the plant and observe the operation of converting soybeans into oil and meal.

Fithian, Ill.—Fithian Grain Co., Wm. B. Corray, prop., has just completed numerous repairs and improvements to their plant. A new driveway has been added to the north, 32x13x10 ft., with air lift, grate 6x10 ft. A new Western truck-hoist, electrically operated, has been installed in the driveway, over the corn-dumps. Engine in attached power house, has been re-built. Machy. in elevator has been re-vamped. New metal roofs on office whse. and feed whse. Plant, tho old, is in very good repair and ready for the heavy loads.—G.H.R.

Savanna, Ill.—The elevator and storage bins recently purchased by Rosenbaum Bros. of Chicago, idle for two years, are being extensively repaired to be used for storage of corn, oats and barley. The elevator and four nearby tanks will provide space for 250,000 bus. of grain. The elevator was previously under lease by the Stratton Grain Co., and was sold by E. Ray Kibler and the John Kellogg Estate to Rosenbaum Bros., all parties in the transaction being represented by James M. Maguire. Frank Crombie of Chicago will be superintendent.

#### CHICAGO NOTES

New members of the Board of Trade include: William A. Larsen, Winnipeg grain broker; Howard F. Hinman, floor manager for E. A. Pierce & Co. on the board; Arthur Sewall II, Bath, Minn.

Directors of the Board of Trade have issued an order that all trading in futures must cease at 1:15 p. m. daily and 12 o'clock on Saturday and that pits be cleared of traders within three minutes after the final bell.

By a vote of 319 to 5 members of the Board of Trade on Aug. 12 adopted an amendment to Rule 40 defining stop or stop loss orders; and by a vote of 324 to 4 an amendment to Rule 292 making No. 1 yellow soybeans deliverable at contract price.

The contract for the Albert Schwill Malting Co.'s storage and warehouse being built in connection with its new malting plant at 103rd St. and Ave. C in South Chicago, has been awarded the James Stewart Corp'n. The excavation has been practically completed and pouring of concrete will commence this week. This work consists of approximately 600,000 bus. of storage and a complete workhouse, with the usual amount of equipment, including cleaning machines. It also includes a trackshed covering two railroad tracks, two receiving pits and a track scale. This work is to be completed ready for receiving grain by Jan. 1st.

#### INDIANA

Ora, Ind.—Benj. J. Rinehart has installed a McMillin overhead truck lift.

Van Buren, Ind.—Farmers Equity Exchange has added a new McMillin Electric Hoist.—L.

Mulberry, Ind.—Albert Judge has recently been appointed manager of the Mulberry Grain Co.

Paoli, Ind.—A ladder was the cause of injuries to Robert Walls at the Heise Bros. elevator.

Fulton, Ind.—A new hammer mill is to be installed soon in the Mayer Grain Co. elevator here.

Camden, Ind.—New paint jobs have been completed at the Camden Elvtr. Co. and the Soy Seed Co. plants.—L.

Wellsboro, Ind.—E. J. Mosier, formerly associated with his brother at Westville, has built a new feed mill here.—L.

Union City, Ind.—Roscoe R. Nichols, 22 years ago associated with the Parent Grain Co., is dead after a short illness.—W.B.C.

Otwell, Ind.—The Otwell M'g Co. has installed a new dump and drag to enable them to handle wagon and truck wheat.

St. Johns, Ind.—The Sowash Grain Co., Inc., has replaced its old power with a new International 35-h.p., 4-Cylinder Engine.

Mooreland, Ind.—The Mooreland Grain Co. now uses a Kelly Duplex Corn Cracker and Grader to insure a clean even product.

Grabill, Ind.—J. H. Sauder has made a change in his feed mixing machinery. He now uses a 1-ton Kelly Duplex vertical mixer.

North Manchester, Ind.—Clay Syler has had one of his trucks equipped with an all steel dump body for handling both grain and coal.

Lowell, Ind.—The Lowell Grain & Hay Co. has replaced its gasoline power with electric motors. H. G. Tyler is manager of the firm.

New Harmony, Ind.—A new standard dust proof electrical installation is being made at the elevator and mill of Geo. Couch & Sons.

Rensselaer, Ind.—The Farmers Grain Co. has employed Lee Carl, former manager of the Farmers Co-op. Co.'s elevator at Remington, Ind.

Mentone, Ind.—Mayer Grain Co.'s local elevator has purchased a new and larger corn sheller to replace present corn shelling equipment.

Pekin, Ind.—O. L. Cauble is dismantling his flour mill and will remodel into a feed mill and grain elevator. They will make a full line of feeds.

Kempton, Ind.—Cohes & Clark are installing a No. 50 Blue Streak Mill with magnetic separator and direct connected to motor in their elevator.

Logansport, Ind.—The north elevator of the Logansport Elvtr. Co. is being equipped with a new Western Corn Cleaner, and tex rope drive to line shaft.—L.

Oak (r. r. name Thornhope), Ind.—Farmers Grain & Supply Co. has installed a new 20-ton truck scale. Elmer R. Seward has succeeded Everett Dailey as manager.—L.

Sweeters, Ind.—Martin Grain Co. has remodeled the east unit of plant, making more bins and installing screw conveyors and inclosing the tops of one group of bins.—L.

Amboy, Ind.—We have built additional storage of 12,000 bus., making a total of 25,000 bus., also an overhead cob bin and installed a new one-ton Sidney Feed Mixer.—Amboy Grain Co.

Burkett, Ind.—A new and larger Jay Bee Hammer Mill has been purchased by the Burkett Elvtr. Co., operated by A. L. Summe and O. Meredith, to replace its present hammer mill.

Cynthiana, Ind.—Chas. Nunn & Sons are installing new electrical equipment. Motors and starters are all of the dust tight ball bearing type. Light wiring is rigid iron conduit with approved fixtures.

Indianapolis, Ind.—Bert A. Boyd, who has been fighting nerves for the last ten years, is now in the Glendale Sanitarium, Glendale, Calif. He cherishes the memory of many kind friends in the grain trade.

Brems (Knox p. o.), Ind.—The driveway of the Brems Grain Co. elevator has been widened, a 10-ton Howe truck scale installed, and a short "bay," with plenty of window space, provided to house the scale beam.

Otwell, Ind.—Earl Chambers, Supt. of the Otwell M'g Co. suffered painful injuries to his shoulders and his right arm when he fell off a shaky ladder while attempting to replace a belt with machinery running.

Walton, Ind.—The grain elevator burned early Aug. 19, John Hummel, pres., estimated the loss at \$30,000 partly covered by insurance. Careful investigation traces the cause directly to spontaneous combustion of damp oats.

Indianapolis, Ind.—In order to learn the correct state tax on sales of fertilizer and salt I called the Division and was advised that sales of both are taxable at one per cent except when for re-sale.—Sec'y Fred K. Sale.

Carrollton, Ind.—The grain elevator here owned by Mrs. Anna Patten of Morristown, and leased to a grain company managed by Warren Mannon, was destroyed by fire along with its contents July 30. The loss is partially covered by insurance.

Galveston, Ind.—Bahler Grain & Feed Co. has completed its large ultra modern office. This unit is 20x28 feet with full basement, and private office in rear. Office contains one room for shower bath, with hot and cold water.—L.

Aylsworth (Hebron p. o.), Ind.—In operation again is the Aylsworth elevator of the Porter County Farm Buro Co-op. Ass'n, Inc. Joseph Von Osinski is the local manager. Purchase of the elevator, now operated under lease, is contemplated.

Evansville, Ind.—Overcome by chlorine gas with which he was working at the plant of the Sunnyside Milling Co. C. G. Gibson was revived by two radio patrolmen. A hose connection became loose while he was engaged in his work with the gas.—W.B.C.

Corydon, Ind.—William H. P. Wiseman, aged 80, part owner of the Corydon Elevator Co. and former president of the old Capital Bank & Trust Co., passed away Aug. 10. Mr. Wiseman was a successful farmer previous to engaging in the milling business.

Dyer, Ind.—The L. Keilman Co., now managed by John L. Keilman, is reported as contemplating installation of machinery for dumping and elevating ear corn into a crib adjacent to its elevator; also drags from the crib to move the cribbed corn to the sheller in the elevator.

Goshen, Ind.—The Dwiggins & Sons alfalfa mill has resumed operations once more, following a forced close down caused by a recent fire. The building has been restored and all damaged machinery replaced. Additional equipment installed includes a new rotex screen and a dust collector.

Le Roy, Ind.—W. H. Aiman, owner and operator of the Le Roy elevator, has razed his old coal storage and is replacing it with a new 14x18-ft. 5-bin, pilfer-proof structure. The new coal storage unit has a concrete floor, cribbed partitions and sliding doors at all openings that may be padlocked.

Greenville, Ind.—Approximately 5,000 bus. of wheat, stored in a huge wooden bin at the Cole Bros. elevator, poured down onto the ground Aug. 9, when a sudden shifting of weight inside the circular bin ripped open a huge hole in its side. Wheat was being drawn from the bin hopper when the mishap occurred.

Orleans, Ind.—Three of the large storage bins in the grain elevator built and equipped last year at the Heise mill gave way the night of Aug. 10, pouring out about 15,000 bus. of oats onto the car tracks between the mill and the elevator. Repair work was started immediately. Estimated damage runs between \$500 and \$600.

Uniondale, Ind.—A one-story stone and frame addition, 25 feet square, has been built adjoining the west end of the Uniondale Grain Co.'s elevator, for a feed mixing room. The company is just completing installation of a Kelly-Duplex vertical one-ton feed mixer and a Blue Streak No. 50 hammer mill with direct-connected motor. Lela Lesh is manager.

Leiters Ford, Ind.—The Leiters Ford Elvtr., now actively managed by its owner, Wm. Minardow, has been improved with installation of a new hammer mill, and a 40-bu. Sidney Kwik Mix vertical feed mixer. If an expected electric power line is put thru, Mr. Minardow contemplates making greater use of electricity, rebuilding his driveway, and installing new truck scales.

Rochester, Ind.—Wilson Coal & Grain Co. has torn down its old coal storage and replaced it with modern, concrete floored and partitioned coal bins. A new 40x25-foot warehouse and basement of frame construction has been built to house stocks of several of the company's side lines. A new machinery shed, 40x25 feet in dimensions and two stories high, has also been built to house the line of farm machinery the company added to its sidelines last spring.

#### IOWA

Stanley, Ia.—The Stanley Elvtr. has been reopened under the management of Burr Brownell.

Ames, Ia.—Ames Reliable Products Co. has put in a 1-ton vertical Kelly Duplex Feed Mixer.

Marshalltown, Ia.—The Farmers Elvtr. Co. is improving its grain elevator with a new and larger driveway.

Waterloo, Ia.—Willford Feed & Seed store is installing a feed grinder and mixer. Berl Willford is manager.



Waterloo, Ia.—The Galloway Co., Inc., purchased a new Hall Signaling Distributor to be used in a new plant being built here.

Spencer, Ia.—Acme Feeds, Inc., of Forest Park, Ill., charges that Karl Knowles or seven agents of his altered orders from 57 farmers for hog feeds.

Polk City, Ia.—John Kurtz, assistant at the Polk City Grain Co.'s elevator, joined the benedicts when he married Elizabeth Erickson on July 31.—A. G. T.

Gilmore City, Ia.—C. W. Edgington is putting in a new overhead electrical dump and dressing his elevator up with a new coat of aluminum paint.

Mediapolis, Ia.—John Jacobs, 53, Binford, N. D., was injured seriously recently in a fall from a scaffolding while working on construction of the Elta Archer Elvtr.

Robertson, Ia.—The grain elevator, coal sheds and lumber known as the Robertson Elvtr., were sold recently by the First State Bank of Wellsburg, to Louis Ziesman of Eldora.

Coon Rapids, Ia.—We have installed a Richardson Automatic Shipping Scale in our north elevator. I operate three trucks for delivering feed and hauling grain.—Wm. Grettenberg.

Lohrville, Ia.—The Fyler Feed Mill has recently been enlarged, to make room for a feed warehouse, the driveway on the south being moved to accommodate a new storage room.

Waverly, Ia.—An elevator with a capacity of 2,500 bus. of corn or 3,500 bus. of small grain is being erected by J. Roach Sons of Plainfield, Ia., on their farm one mile west of Plainfield.

Cherokee, Ia.—Work of remodeling the feed mill owned by Steele Bros. has started. The improvements will total \$15,000. General contract held by W. A. Klinger, Inc. New equipment will also be installed.

Stacyville, Ia.—John Russel, 4, son of Mr. and Mrs. C. Pitzten of the Stacyville Grain & Coal Co., while in the McCormick-Deering shop Aug. 7, pulled over a heavy iron, weighing 200 pounds, which in falling crushed every bone in the boy's foot.

Spencer, Ia.—H. J. Vandesteeg of Storm Lake has taken over the lease on the elevator formerly known as the Tom Lacey elevator in Spencer. He will operate a grain and feed business, the elevator to be known as the Feeders Supply Co.

Grundy Center, Ia.—The Western Grain and Feed Dealers will hold a district meeting here at Hotel Columbia Friday evening, Aug. 27. Between 75 and 100 are expected, including the president of the National Grain Dealers, R. C. Booth, Cedar Rapids.

Gaza, Ia.—The Gaza Elvtr. Co. was recently incorporated, capital stock \$10,000. The company started business Aug. 3, and will sell and buy grain, live stock and other merchandise. Incorporators, C. R. Wall, F. N. Stiles of Gaza and J. V. Coleman, Pringhar.

Montgomery, Ia.—George Anderson of Estherville, has purchased from M. Albert of this city his two grain elevators and residence property, located here. Immediate possession was taken. Mr. Albert had been in the grain business here for the past thirty years.

Fenton, Ia.—Hugo Mittag, assistant at the Farmers' elevator for several years, has resigned his position here and accepted a place as manager of a Farmers' elevator at Truesdale. Walter Nielson of this city has been hired to fill the vacancy at the local elevator.

Mitchellville, Ia.—Stuart Barrett who several years ago was connected with Barrett Bros in the grain business here, passed away about 10 days ago. His brother John (who was the active member of the firm when they operated, passed on several years ago when elevator was sold).

Sioux City, Ia.—A warehouse costing \$15,000, to be leased by the Russell Miller Milling Co. of Minneapolis is to be built immediately by the Great Northern railroad on its property on Third street. The warehouse, which will be a one-story structure 40x100 feet, will have office facilities and a garage for two trucks.

Madrid, Ia.—Carl Lundahl, proprietor of Lundahl Grain Co., returned home Aug. 6 from the Lutheran Hospital of Des Moines, where he underwent a gall bladder operation. At last report he was gaining strength fast and expected to be back on the job in about 10 days.—Art Torkelson, with Lamson Bros. & Co.

Audubon, Ia.—Ray Booton of Audubon has opened the grain elevator at Ross, Ia., which has been closed for one year.

Cedar Rapids, Ia.—Honeycomb Products Co. has been incorporated to buy, sell, trade, ship, export and import all kinds of grains, cereals and all other agricultural products at wholesale and retail. Capital stock, \$750,000; incorporators, R. P. Andreas, pres.; Albert M. Andreas, vice-pres. and treas.; Glenn A. Andreas, sec.

Sioux City, Ia.—The Terminal Grain Corp. filed suit in federal court Aug. 6 to recover \$2,429.92 which the petition states was illegally collected in taxes by the United States government in 1934. Subscriptions on capital stock were illegally assessed and taxed, according to the petition. In addition to the amount named, 6 per cent interest from Dec. 15, 1934, is asked.

Des Moines, Ia.—The elevator belonging to the Des Moines Elvtr. & Grain Co., was completely destroyed by fire early in the morning of Aug. 4. The loss amounts to over \$18,300, of which \$14,000 is the estimated cost of the building. The elevator contained 14,000 bus. of oats of estimated value of \$3,500, and 800 bus. of corn, value \$800. The loss was covered by insurance. The cause of the fire is undetermined.

Toledo, Ia.—The Toledo Grain Co. plant, destroyed by fire May 9, has been rebuilt and a substantial addition added. The plant, as now completed, is one of the finest and most modern grain elevators in this part of the state. It has 20,000 bus. capacity and a warehouse capacity from 25 to 35 carloads. The Toledo Grain Co. is owned and operated by the Central Iowa Grain Co., whose main offices are at the Toledo plant.

Cylinder, Ia.—William Soxlund, of Barnesville, Minn., employed in the erection of the new Farmers' Co-operative elevator here, narrowly escaped death by electrocution Aug. 6. He was working in a steel grain pit and came in contact with a pressure pipe which was in some manner connected with a high voltage electric line. He was rescued by fellow employees with difficulty, unconscious and face and hands badly burned.

Clinton, Ia.—James Stewart Corporation has been awarded contract for the construction of some reinforced concrete soybean storage and a 750-bushel Randolph Drier for The Clinton Company. The storage consists of two concrete tanks with a total capacity of 60,000 bus. This is being built in connection with the soybean extraction plant recently completed. This work is under way and completion is to be by Nov. 1.

Danbury, Ia.—The Loveland Elvtr. Co., of Loveland, Ia., has leased and opened the Burke elevator here. Francis Day, general manager of seven yards, which includes Danbury, California Junction, Modale and Missouri Valley, is head of the company. The Burke elevator has been idle for the past ten years. It has been improved by the construction of a new driveway which included the lengthening of the dump and the laying of a new plank floor. A new ramp was made on the west and the lift, roof, windows and all parts of the elevator in need of repairs were taken care of.

## KANSAS

Liberal, Kan.—J. H. Smalley Co. damaged by windstorm.

Keats, Kan.—Roy Hulse, of the Hulse Lbr. Co., elevator operators here, died recently.

Johnston, Kan.—S. P. Wallingford Grain Co-op. at Johnstons Switch, damaged in windstorm.

Robinson, Kan.—Ed Briggs is now in charge of the Robinson Elvtr., taking the place vacated by Lee Razak.

Dodge City, Kan.—We have received 53 applications for membership during the last thirty days.—J. F. Moyer, sec'y Kansas Grain, Feed & Seed Dealers' Ass'n.

## Scoular-Bishop Grain Co.

### GRAIN MERCHANTS

KANSAS CITY SUPERIOR OMAHA

**FOOD for optimists:**  
*Small grain threshing about over—yields mostly good—in many places extra good—quality in few spots a little poor. Prices lower—we're following a drouth year of high prices with empty feed lots. Corn and beans promise wonderful yields. Crops in many countries not so good. Export demand increasing. Find the joke in the picture—it's the fellow who's been trying to tamper with the laws of nature.*

## LOWELL HOIT & CO.

Emporia, Kan.—The Teichgraeber Milling Co. has installed a new Fairbanks Truck Scale, with a platform 34 x 10 ft., capable of weighing a 15-ton load.

Burden, Kan.—Chester E. Harris has purchased a new Letz Feed Mill which will be installed soon. He has covered his warehouse with galvanized iron, making it entirely iron clad.

McCracken, Kan.—Jack Harris, manager of the Farmers Union Co-op. Business Ass'n, has tendered his resignation to be effective Sept. 1. A. L. Greenwood will replace Mr. Harris as manager.

Wamego, Kan.—The Wamego Seed & Elvtr. Co. has installed a new 10-h.p. totally inclosed motor on their feed mixer and done away with the belts on the Jay Bee Grinder and installed a Tex-Rope Drive.

Hutchinson, Kan.—W. R. Smith, assistant manager of the Goffe-Carkener Grain Co., has become a member of the Board of Trade here. He was formerly with the Davis-Noland-Merrill Grain Co. at Kansas City.

Russell, Kan.—Officials of the Shellabarger Elvtr. Co., Salina, have not indicated whether they will build a new elevator in Russell since the old elevator was destroyed by fire July 4. However, Albert Milberger, local manager, said that if a new elevator was built it would not be on the same site.

Sawyer, Kan.—At a called meeting of the stockholders to the Sawyer Equity Exchange held early this month it was voted to build a new concrete elevator. The building is to be constructed along the most efficient plans and to be equipped with modern machinery. Construction is to be on the site where the coal bins now are.

## KENTUCKY

Bardstown, Ky.—The Old Heaven Hill Springs Distilling Co. is now using a new Kelly Duplex Burr Mill.

Lewisport, Ky.—A Kelly Duplex Corn Cutter and Grader, with attachments for the efficient handling of wheat, has been added to the equipment of the Lewisport Mill Co.

Henderson, Ky.—Agricultural lime is being received here at the rate of four cars a day for Henderson County farms, according to H. R. Jackson, county agricultural agent of Henderson county. The demand for marl also has increased, according to Jackson and the Farm Bureau expects to put its drag line to dipping marl at two or three points by the middle of September.—W.B.C.



## MARYLAND

Baltimore, Md.—The plant of Ready Mixed Flours, Inc., has started manufacturing prepared flours. The pres. and manager of the company is J. A. Pointer.

Littlestown, Md.—E. G. Shockey, Taneytown, has purchased the former Deatricks feed mill, and together with C. E. Easterday is operating under the trade name, Keystone Milling Co.

Hagerstown, Md.—The plant of the Federal Milling Co. has been taken over by the new firm, the Hershey Milling Co., recently incorporated, which is headed by Robert C. Hershey. The plant has been reconditioned and new machinery installed.

Hagerstown, Md.—The Hershey Milling Co. has been granted a Maryland charter with authority to issue 400 shares of stock of \$25 par value and to conduct a general milling business. The new concern is headed by Roger C. Hershey as president, and has taken over the plant of the Federal Milling Co., which is being reconditioned and new machinery is being installed. It is expected that the mill will be ready for operation about Aug. 16. J. C. Hershey is vice pres.; Harvey Heyser, Jr., secy., and D. Paul Shilling, treas. and manager.

## MICHIGAN

Flushing, Mich.—A corn sheller has been installed in the Flushing Milling Co. plant.

Lyons, Mich.—The Fox Elvtr. Co. sustained slight damage from exposure fire recently.

Peck, Mich.—The Peoples Elvtr. Co. has put in a No. 6 Kelly Duplex Crusher and Feeder.

Westphalia, Mich.—A corn sheller has been installed in the Westphalia Milling Co. plant.

Hopkins, Mich.—Fred Wamhauff has erected a new electric power feed mill at this station.

Mason, Mich.—The Mason Farmers Elvtr. Co. has installed a cleaner No. 47 and a truck dump.

Owendale, Mich.—A McMillin truck dump has been installed in the Michigan Bean Co. plant at this station.

Croswell, Mich.—The Michigan Bean Co. has installed two additional fully enclosed motors in its elevator here.

Hudsonville, Mich.—The Hudsonville Farmers Co-operative Elvtr. has constructed a fine new brick office building.

Ravenna, Mich.—Conklin Elvtr. has reopened its general feed and grinding business with Fred Taylor in charge.

Uby, Mich.—The Bad Axe Grain Co. has installed a 1½ h.p., fully enclosed motor to operate the elevator legs in this plant.

Ottawa Lake, Mich.—A ball-bearing cleaner and a new pitless Sheller have been installed in the H. H. Heiser & Co. elevator.

Grass Lake, Mich.—Grass Lake Farmers Elvtr. Co. has constructed a fertilizer warehouse and installed mixing machinery.

Stanwood, Mich.—The Stanwood Marketing Ass'n has installed a Jacobson Electromagnetic Separator ahead of its feed mill.

Lawrence, Mich.—The Lawrence Co-operative Co. has installed a 5 H.P. Century fully enclosed motor for operating elevator legs.

Pittsford, Mich.—Otto Lemmle at the Pittsford Milling Co. is installing electric motors to replace engine power in the local mill and will also install a Blue Streak hammer mill with a built-in electromagnetic separator.

Eureka, Mich.—Lightning rods have been installed on the Gower Elvtr., which was constructed at this station about a year ago.

Briton, Mich.—A. J. Wallper has installed a corn sheller, two additional elevator legs and several additional motors in his feed mill.

Riverdale, Mich.—A Jacobson Electromagnetic Separator has been installed ahead of the feed mill in the Riverdale Elvtr. Co. plant.

Au Gres, Mich.—The Consolidated Grain & Coal Co.'s elevator burned Aug. 8. Loss estimated \$10,000, including quantity of grain and coal.

Barryton, Mich.—The Barryton Farmers Co-op. Potato Ass'n has installed a Big Chief Corn Cutter, furnished by the Nickle Engineering Works.

Middleton, Mich.—The Rockafellow Grain & Seed Co., has started work on the new buildings which will replace those recently destroyed by fire.

Bay Port, Mich.—Wallace Morley Co., with headquarters at this station, have installed eight McMillin Truck Dumps in their nearby elevators.

Brookland, Mich.—Hart & Howell have installed a S. S. & S. H. Gravity Separator operated by a 7-h.p. motor and also a Deere Corn Sheller.

Cohoctah, Mich.—Floyd E. Lott & Son have installed a new feed cleaner in their elevator which cleaner is driven by a fully enclosed electric motor.

Fenton, Mich.—The Wolcott Milling Co. is completing its plans to move into the old grist mill, Argentine. This latter mill has been vacant for some time.

Mayville, Mich.—A No. 99-D ball-bearing cleaner has been installed in the Frutchey Bean Co. plant at this station, also two new fully enclosed motors.

Blissfield, Mich.—The Blissfield Cooperative Co. has installed a Sydney half ton feed mixer and a McMillin Truck Lift operated by a 5 h.p. Master Motor and gear head.

Jackson, Mich.—Burglars battered the combination and pried open the door of a safe in the office of the A. K. Zinn feed store recently, escaping with \$165 in cash.

Albion, Mich.—The Albion Elvtr. Co. has installed a new double-runner motor-driven feed mill with a pneumatic feed collecting system and an electromagnetic separator.

Covert, Mich.—A 50-h.p., four cylinder gasoline engine has been installed in the J. H. Spellman feed mill for operating the feed grinder in place of electric power.

Detroit, Mich.—The 45th annual convention of the Michigan Bean Shippers Ass'n will be held Sept. 8 and 9 at the Hotel Fort Shelby. A good program has been arranged.

Milan, Mich.—The Fulcher & Lee Elvtr. Co. has been dissolved by the retirement of Milo Fulcher, and Mr. Lee will continue the business under the name of Lee Elvtr. Co.

Greenleaf, Mich.—Fully enclosed electric motors are being installed at the Frutchey Bean Co. elevator here to replace oil engine power. A new cleaner, No. 49 B., has also been installed.

Lincoln, Mich.—The Twin Lakes Elvtr. Co. has been making considerable re-arrangement of its feed mill machinery and at the same time installing a pneumatic feed collecting system.

Jasper, Mich.—Electric motors have been installed in the Jasper Grain Co. plant to replace engine power. Most of the motors are of the fully enclosed type. Charles Coy is manager.

Auburn, Mich.—The Auburn Elvtr. Co. has recently remodeled the plant and installed some additional machinery. Most of the motors installed in this plant are of the fully enclosed type.

Vestaburg, Mich.—The Michigan Bean Co. has installed a No. 20 Blue Streak Hammer Mill and built-in electromagnetic separator and a No. 3 feed mixer, purchased of the Nickle Engineering Co.

Richville, Mich.—Richard Hoerline, who operates the local elevator, has recently installed a new steam engine, a Blue Streak Hammer Mill with built-in electromagnetic separator and a No. 3 feed mixer.

Williamston, Mich.—The Producers' Elvtr. Co., which some time ago took over the Williamston Elvtr. Co. plant and now operates both elevators at this station, has installed a McMillin Truck Dump.

Owosso, Mich.—Fred Garnair, operating under the name of the Erick Elevator, has discontinued business in the Llewellyn Elevator at this station. It is not known at this time what disposition will be made of this plant.

Jonesville, Mich.—The old Jonesville Milling Co. plant, now owned by Charles F. White, is being operated under lease as an elevator by C. S. Bader. An electromagnetic separator will be installed ahead of the feed mill to eliminate the tramp iron hazard.

Croswell, Mich.—A new bean cleaner with a capacity three times greater than the former machine has been installed in the Michigan Bean elevator. The new machine will handle 300 bushels of beans per hour according to George Wilfong, local manager.

Fairgrove, Mich.—A number of improvements have been made to the Wallace & Morley Co. elevator, including additional bin capacity and a larger canopy. Additions to machinery consist of a McMillin grain dump and truck hoist, several elevator legs, and electric motors.

Imlay City, Mich.—The north end and roof of the grain elevator in connection with the Imlay City Farm Buro store has been completely covered with sheet metal. The entire building will be given a coat of aluminum paint. The interior has been rearranged and additions have been made to the elevator machinery.

East Leroy, Mich.—A severe windstorm about thirty days ago blew the flat top roof off a small cupola housing a motor driving an elevator head. The motor apparently became drenched with water, for when the operator attempted to start the plant, not knowing that the roof had been damaged and the motor soaked with water, the motor burned out. Fortunately no fire ensued.

Peck, Mich.—The Yale Elvtr. Co. has purchased the elevator at this station and is installing considerable new equipment, consisting of a Blue Streak Hammer Mill with a 30 h.p. direct-connected fully enclosed power motor, and a built-in electro magnetic separator. Other equipment includes the sheller, a new Kelly Duplex crusher, and a number of fully enclosed electric motors.

Ellwell, Mich.—The Peoples Elvtr. Co. has installed an experimental grain drier. Heat for drying will be supplied by a steam boiler. Additional equipment just purchased for installation includes a Hammer Mill with a 50-h.p., direct-connected motor and a Hot-Process Molasses Mixer. The molasses will also be heated by steam from the boiler. A 30x30 warehouse has also been added to the east end of their plant.

Ithaca, Mich.—The Ithaca Elevator Co. has installed a No. 30 Blue Streak Hammer Mill with built-in electro magnetic separator driven by a 40-h.p. fully enclosed fan cooled motor. The company has also installed a new feeder and crusher. This feeder is equipped with variable flow control, and safety shear pin protection against tramp metal and stones. It feeds both ear corn and small grain, likewise mixtures.

Lawton, Mich.—The burning of the A. K. Zinn plant here, Aug. 22, again emphasizes the fire hazard accompanying the storage of brewers' wet grains. The temperature of the grains has been watched vigilantly, thermometers having been installed. The temperature having risen so rapidly, the fire department was called, and the removal of the damp grain was started. Just when the firemen were all set to fight fire, it broke out in a most threatening manner, and then sad to relate, the firemen discovered they had no water supply, so were helpless.

ELEVATOR SUPPLIES  
FEED PLANTS

K. C. ELECTRIC OVERHEAD DUMP

K. C. ELEVATOR HEAD DRIVE

GRINDERS — MIXERS

Complete Stocks—Prompt Shipments

General Mill Equipment Co.

2021 Pennsylvania Ave.

KANSAS CITY, MO.

Official Brown-Duvel  
MOISTURE TESTERS

Tag Heppenstall Moisture Meters

and a complete line of grain and seed testing equipment. Every item guaranteed up to government specifications.

HARRY B. OLSON ASHLAND BLOCK  
CHICAGO, ILL.



## MINNESOTA

Atwater, Minn.—The flour mill will be remodeled.

Argyle, Minn.—McCabe Bros. have installed a new feed mill.

Garden City, Minn.—Hubbard & Palmer Co. sustained loss in wind storm recently.

Lake City, Minn.—On Aug. 3 lightning damaged the property of Tennant & Hoyt Co.

Averill, Minn.—Farmers Elvtr. and Mercantile Co. elevator was damaged by wind recently.

Starbuck, Minn.—Otto Boening has added a Kelly Duplex vertical Feed Mixer to Starbuck Mills.

Minneota, Minn.—W. H. Morrow has taken over the management of the Atlas Grain Elevator.

Odessa, Minn.—Odessa Farmers Elvtr. Co. suffered a loss recently in damage resulting from windstorm.

Madelia, Minn.—The Rossmussen Feed Mill is now equipped with motor driven Kelly Duplex vertical Feed Mixer.

International Falls, Minn.—The Glen Bird feed and flour business here has been taken over by Oliver Olson and A. Kittelson.

Fulda, Minn.—The Lime Creek elevator which has been remodeled has opened for business under the management of Fred Scheff.

Lewiston, Minn.—The Lewiston Elvtr. Co. is planning to install a new 20-ton standard scale to replace the 10-ton scale now in use.

Duluth, Minn.—Corporate membership of the Fuller Grain Co., Duluth, was approved by the Board of Trade Directors last week.—F.G.C.

Blooming Prairie, Minn.—L. G. Campbell has opened a feed mill business here. The building housing the new business has been remodeled.

Park Rapids, Minn.—A new ten-ton Fairbanks scale has been installed in the Farmers Exchange elevator. Mr. Robertson is manager of the elevator.

Grand Meadow, Minn.—The old Christgau elevator in Grand Meadow has been leased to the Rose Creek Grain Co. Art Johnson will be manager of the elevator.

Storden, Minn.—Fire damaged the Lande-Larsen Grain Co.'s elevator and destroyed 8,000 bushels of grain. The loss is estimated to be between \$1,500 and \$2,000.

Kiester, Minn.—A new scale, the largest in this section, has been installed at the local Farmers' Elvtr. Co. It is 34 ft. long, 9 ft. wide and has a capacity of 20 tons.

West Concord, Minn.—The Farmers Elevator has been leased to Frank Speight and Wm. Bishman, formerly of Waseca. Mr. Bishman will have charge of the feed grinding.

Montevideo, Minn.—A small fire occurred at the Equity Elvtr. recently. A belt in the pulley which operates the grain elevator stuck and started the blaze. Damage was slight.

Adrian, Minn.—Rufas Austin, for 32 years manager of the Hubbard & Palmer grain elevator in Adrian, has resigned. He will be succeeded by E. W. Eaton of Madison Lake.

Benson, Minn.—The Farmers Exchange, managed by George Larson of this city, was sold to A. H. Jensen, of New Hampton, Ia. Mr. Jensen will take immediate possession of the elevator.

Dundas, Minn.—Burglars, who received no cash for their pains, blew the safe at the Dundas Farmers' Elvtr. recently. A few checks, which they carried away, will prove of no use to them.

Burr, Minn.—Burr Farmers Elvtr. & Supply Co., Inc., to deal in grains, etc., capital stock: \$25,000; incorporators, A. B. Kopperud, Gary, S. D.; D. Beiningen, Gary, S. D.; Clara Hinsvark, Burr, Minn.

Warren, Minn.—John Pearson has been named agent at the National Atlas Elvtr. at Roan, three miles south of here. He has formerly served as assistant at the Farmers' Co-op. Elvtr. at Alvarado.

Perham, Minn.—The Perham Mill recently purchased by McCabe Bros. of Minneapolis, is being wrecked and a new \$20,000 elevator, feed grinding and storage plant will be erected on the site by the new owners.

Ellendale, Minn.—J. R. McCabe, of Minneapolis, has purchased the local Farmers Elvtr. property. The company has been in receivership for several years, but that will be discharged soon. Albert Berg is manager.

Worthington, Minn.—J. E. Engler, of Sioux Falls, S. D., has been named manager of the local office of the Bell Grain Co. to succeed E. J. Willson, who has resigned to enter the offices of the B. C. Christopher Co., Omaha grain brokers.

Wabasso, Minn.—The new Brey-Mahal elevator has been formally opened for business. The elevator is equipped with the latest devices for unloading and elevating grain. And. F. Hagert has been employed as grain buyer and manager and Cuthbert Mahal is employed as assistant.

Sumter, Minn.—The grain elevator once owned by the Pacific Grain Co. of Minneapolis and managed by R. L. Rodeck, has been remodeled and redecorated. The office room was raised 5 ft. and is now on a level with the driveway. Electric lights and electric motors have been installed.

Kennedy, Minn.—Repairs being made on the Kennedy Grain & Supply Co. Elvtr. include a new office building with a full basement and a complete new heating plant below, replacing the old brick office; a new dust house on the south side of the elevator. In all the improvements total more than \$1,200.

St. Cloud, Minn.—Work is progressing on the construction of the new concrete and metal covered elevator and feed manufacturing plant for the Farm Service Co. The new facilities will provide storage for about 15,000 bus. of grain. At present the company maintains a small storage space used in the manufacture of feed.

Maple Lake, Minn.—The Atlantic Elvtr. Co. is planning to build a 25,000-bu. capacity grain elevator in Maple Lake. The T. E. Ibberson Company of Minneapolis has been awarded the contract. The present elevator will be razed and the new elevator is expected to be completed about the middle of October. A new 20-ton scale will be installed.

Lakefield, Minn.—At the annual meeting of Southern Minnesota Elevator Managers' association, O. F. Johnson of Bigelow, Carl Liem of Bingham Lake and Frank Schmandt of Round Lake were named directors. The following officers were re-elected: Henry Mikelson of Okabena, Pres.; Carl Liem of Bingham Lake, sec'y, and Fred Steinhausen of Mountain Lake, treas.

Duluth, Minn.—Fred S. Keiser, traffic commissioner of the Duluth Chamber of Commerce, and a delegation of Duluth grain men attended a joint meeting in Chicago, Aug. 24, of executives of the Western Trunk and Southwestern rail lines. Details regarding rates under a recent decision of the interstate commerce commission on grains in transit will be discussed.—F.G.C.

## MINNEAPOLIS LETTER

A concrete addition is being built to the Fruen Milling Co. Elvtr. at Glenwood & Thomas aves., North Minneapolis. The new structure will be one story, 30x16 ft., and is to be completed Sept. 1.

Roland H. Tietze of the Atwood-Larson Co. and John R. McCarthy of the Capitol Elvtr. Co., both of Duluth, and John V. McCurdy of Lynn, Mass., coffee importer and operator of a chain store organization, have purchased memberships in the Chamber of Commerce.

Lewis Fried, Spencer Kellogg & Sons; Pat Bohan, Searle Elevator Co.; Paul Christensen, Monarch Elevator Co., and James M. Russell, Midwest Electric Co., were appointed Directors of the Minneapolis Chapter of the Society of Grain Elevator Superintendents of N. A. at an executive meeting just held. This is in addition to the three officers who are, President Jack Coughlin, Brooks Elevator Co.; Vice President M. M. Noxon, Ralston-Purina Co., and E. J. Raether, Brooks Elevator Co.

## MISSOURI

Hughesville, Mo.—C. N. Richardson has built a new warehouse attached to the elevator.

Aurora, Mo.—The Majestic Flour Mill sustained an electrical breakdown loss in July.

Monroe City, Mo.—The Farmers Elvtr. Co. has installed a new 15-ton truck scale recently.

St. Joseph, Mo.—Lightning slightly damaged electrical equipment in the Number 2 Plant of the Quaker Oats Co. on July 29.

Bonnots Mills, Mo.—The Meyer-Morfield Milling Co. recently changed their grinding unit to a Kelly Duplex Model L Hammer Mill.

Jefferson City, Mo.—To enlarge their output, the Jefferson City Produce Co. has installed a new Kelly Duplex 1-ton vertical Feed Mixer, motor-driven.

St. Louis, Mo.—Guy L. Rench, for the past two years manager of the Hart Grain and Bean Elvtr., recently purchased an interest in the People's Elvtr. of Owosso, and will make his future home in that town.

Higginsville, Mo.—The Missouri Grain Dealers & Millers Ass'n report four new members recently enrolled: F. H. Chambers, Guinn Feed Store, Bolivar, Mo.; B. A. Fieke, Chilhowee, Mo.; Farmers Elvtr. & Milling Co., Urich, Mo.; Osceola Mills, Osceola, Mo.—A. H. Meinershausen, Sec.

Sikeston, Mo.—W. J. Hunter has been appointed trustee of the Sikes-McMullin Grain Co., succeeding the late C. F. Burton, and instructed to dispose of assets of the company. The main asset was a string of warehouses in Southeast Missouri towns, lost in a suit to Joe Scales and associates of Nashville. It is said the only assets remaining now are about \$2,800 cash and a vacant lot in Sikeston.

## KANSAS CITY LETTER

Howard Kellogg, Jr., was elected to membership in the Kansas City Board of Trade.

An automatic grain car dumper is being used at the Kansas City River-Rail elevator on the public levee. It is capable of emptying a carload of 1,000 or more bus. in about 4 minutes. A motor driven truck dump also is being used. However, as yet the elevator has not reached a stage of completion that will permit it to load grain into river barges.

## MONTANA

William, Mont.—The new elevator here is completed and is ready for business.

# "RANDOLPH"

## OIL-ELECTRIC GRAIN DRIER

### The Drier Without a Boiler

ASK THE MAN WHO HAS ONE

## THAT'S ALL

MANUFACTURED BY

# O. W. RANDOLPH COMPANY

3917-21 Imlay St., TOLEDO, O., U. S. A.



Baker, Mont.—B. E. Betz of New England, N. D., has taken over the management of the Osborne-McMillan Elvtr. and is getting it ready for fall business.

Dear Lodge, Mont.—The elevator of the Missoula Mercantile Co. has been improved at a cost of \$4,000. The structure has been painted, a large warehouse erected and the office enlarged.

Miles City, Mont.—The International Elvtr. Co., of Minneapolis, Minn., has purchased the Miles City Elevator from W. O. McLaughlin. J. C. Burke will be retained as manager of the elevator.

Valier, Mont.—Following the arrival of Mrs. Boyd and son recently, George Boyd has established the family home in the Roski apartments. Mr. Boyd recently took over the management of the Greeley elevator.

Miles City, Mont.—James H. Lincoln, formerly manager of the Occident elevator at Billings, is new manager of the Occident branch elevator here. He stated extensive repairs will be made and new machinery installed. The Occident Co. recently acquired the Wilbur and Peas elevator property here.

## NEBRASKA

Curtis, Neb.—The Crete Mills were damaged by wind recently.

David City, Neb.—David City Flour Mills Co. recently sustained a loss by wind storm.

Crete, Neb.—The Crete Mills sustained damage to their electrical equipment on July 29.

Arnold, Neb.—The Arnold Grain Co. has been organized to take over the business of the Farmers' Co-operative Elvtr. Co.

Cozad, Neb.—Work was started recently on the new 70x100-ft. addition to the Allied Mills. New equipment will be installed in the addition.

Falls City, Neb.—Hart-Bartlett-Sturtevant Grain Co. have installed in their offices a new high-speed ticker for taking market quotations.

Omaha, Neb.—The Nebraska Grain Dealers Ass'n will hold its annual meeting at the Fontenelle Hotel, Omaha, Oct. 28.—J. N. Campbell, sec'y.

Gordon, Neb.—The Gordon Co-op. Grain Co. has reopened its elevator which had been closed for several months. Frank Roth, of Witten, S. D., is the new manager.

Gering, Neb.—John R. Jirson of Morrill, Neb., is building a feed mill here and is installing a new Hall Signaling distributor. Western Engineering Co. has the contract.

Meadow Grove, Neb.—J. Gilbert Wiese has taken over the management of the Bartlett Frazier Grain Company at Meadow Grove, succeeding his father, the late J. G. Wiese.

Beemer, Neb.—Melvin McQuire, of Pender, has purchased the local elevator from W. T. Fired of Fremont. He took possession Aug. 10. Frank McDaniel has been manager of the elevator.

Omaha, Neb.—C. J. Parrott and J. C. Ackerman, both for many years in the grain business at this market, have formed the Mid-West Grain Co., with offices in the Grain Exchange, and will do a general grain business.

Grand Island, Neb.—The Reinking Grain & Supply Co. announce they will probably rebuild their elevator and feed mill this fall or spring. It has not been decided, however, whether concrete or wood construction will be employed.

Omaha, Neb.—Covert Hay & Grain Co. have opened a new office in Omaha which includes terminal and warehouse facilities. They announce they will later open another office at Cozad. They have added all grains to their business, plus alfalfa meal and chopped alfalfa.

Omaha, Neb.—Rules of the Omaha Grain Exchange have been amended reducing the storage rate on grain to one-fiftieth cent per bu. per day subject to a minimum charge of 10 days' storage. Handling charges have been reduced to one half cent per bu. Both changes are now in effect.

Lindsay, Neb.—F. F. Walter, 51, prominent Lindsay, Neb., grain dealer, died Aug. 2 at Rochester, Minn. For the past 18 years he had been manager of the Farmers Elevator at Lindsay and was a member of the grain dealers association. He is survived by his widow and six children.

Morrill, Neb.—Pouring concrete for the foundation of the new Ady & Crowe Mercantile Co. bean elevator at Morrill is now under way and the building is expected to be completed in the near future. Cleaning and grading machinery is to be installed and the elevator will be ready for operation about Sept. 1. H. N. Chapman is manager of the elevator.

Cozad, Neb.—To improve the sheep feeding facilities at the Noel Cover farm, east of Cozad, work will be started at once to erect an alfalfa milling plant at the sheep yards there. This will be Cozad's fourth alfalfa mill. The plant will be equipped to mix ground alfalfa with molasses. W. J. Thurman has been employed by Mr. Cover as a hay buyer.

## NEW MEXICO

Socorro, N. M.—The new Ben-Cor Mill & Elvtr. Co., located just north of town, has been opened for business. It is owned and operated by G. L. Benavides and Arthur Cordova.

Wagon Mound, N. M.—Machinery has been ordered and work is going forward on the new Colfax Feed Mill, owned by a recently organized company of local ranchers. Sweet feeds and cottonseed pellets will be manufactured.

## NEW ENGLAND

Danielson, Conn.—One of the new Kelly Duplex No. 2 Mixers has been installed at Alderbrook Farm.

Lynn, Mass.—Joseph E. Butman, 84, formerly associated with his brother in the Butman Grain Co., died recently.

Pleasant Lake, Mass.—The Cape Cod Poultry Supply Co. has put in a motor-driven Kelly Duplex vertical Feed Mixer.

## NEW JERSEY

Landesville, N. J.—Samuel Santagata & Son recently changed their feed mixing machinery. They now use Kelly Duplex.

New Egypt, N. J.—The Duplex Mill & Mfg. Co. has furnished A. H. Perkins Co. one of their Kelly Duplex 1-ton motor-driven vertical Feed Mixers.

## NEW YORK

Linwood, N. Y.—Boyd Bros. have installed a new Eureka Grain Cleaner and a 15-h.p. motor.

Portville, N. Y.—Lightning slightly damaged the mill owned by the B. T. Fairchild estate in the evening of Aug. 7.

Buffalo, N. Y.—Edgar B. Black and J. G. McKillen were elected directors of the Buffalo Corn Exchange to fill two vacancies. C. C. Lewis was elected vice-president of the exchange, and Anger Armstrong was made a member of the exchange floor com'te.

Geneva, N. Y.—A spectacular fire in the paste and specialty plant of the Patent Cereals Co. August 13 resulted in \$50,000 loss to the plant. A fire in a gas-heated machine on the fourth floor of the four-story brick structure led to a dust explosion which caused the blaze.

Buffalo, N. Y.—Cargill, Incorporated, has taken over the Great Eastern Elevator and the James Stewart Corporation has been awarded contract for installing two new receiving pits, an office building, and other rehabilitation work to put the elevator in first class working condition.

Warsaw, N. Y.—Montgomery Bros. are installing a 150-h.p. diesel engine in their flour mill. In addition to driving the main mill, the engine will drive an 80-k.w. generator for supplying power to auxiliary motors.

Ballston Lake, N. Y.—The Saratoga Cereal Products, Inc., has been incorporated to manufacture buckwheat products, except buckwheat self-rising and pancake flour. Directors are Henry J. Parkis, Claire J. Parkis, Abraham Wolff and Lawrence W. Wolff, all of Ballston Lake.

Buffalo, N. Y.—The Marine B. elevator, owned by the Marine Elvtr. Co., has been leased by the Kellogg Grain & Elvtr. Co., a subsidiary of Spencer Kellogg & Sons. The elevator was opened at once following the deal. It has been closed since Jan. 1. It has a capacity of 650,000 bus. and was formerly used as a spill-over for the Marine A. Elvtr.

## NORTH DAKOTA

Gascoyne, N. D.—Math Neiderkorn will manage the reopened Bagley Elvtr.

Hettinger, N. D.—P. E. Knudson Mill & Elvtr. Co. sustained recent windstorm damages.

Southam, N. D.—The new manager of the Southam Elvtr. Co.'s elevator is A. N. Sorbo.

Maxbass, N. D.—William Gibbs is the new manager of the local elevator of Cargill, Inc.

Eldridge, N. D.—Farmers Union Co-op Elvtr. Co. sustained damages in windstorm recently.

Reynolds, N. D.—Kellogg Commission Co. and D. J. Hennessy Elvtr. were damaged in recent windstorm.

Konsberg, N. D.—John Stadler is managing the Farmers Elvtr. Co.'s elevator, which is now in operation.

Horace, N. D.—The Farmers Elvtr. Co. recently appointed a new manager, Edward C. Van Eeckhout.

Velva, N. D.—The Velva Farmers Elvtr. which has been closed for the past year, has been reopened.

Willow City, N. D.—Erick Biberdorf has taken over the management of the Great Western Grain Elvtr.

Heaton, N. D.—The Occident Elvtr. Co. has completed installation of a new scale and pit at its local elevator.

Guthrie, N. D.—The recently appointed manager of the Farmers Elvtr. Co.'s elevator is Emil C. Anderson.

Garland, N. D.—R. A. Meilke, of Veblen, S. D., has taken over the management of an elevator in Garland.

Clifford, N. D.—Mr. Brovick, of Galesburg, has taken over the management of the Victoria Elvtr. in Clifford.

Stirum, N. D.—Leonard Hagen, of St. Paul, Minn., has taken over the management of the grain elevator at Stirum.

McCanna, N. D.—Clarence Britton, of Larimore, N. D., has taken over the management of an elevator in McCanna.

Leeds, N. D.—A new 20-foot Fairbanks truck dump scale has been installed in the Farmers Co-operative Elvtr. in Leeds.

Hettinger, N. D.—Osborne McMillan Co. has purchased the local Columbia elevator. Percy Dunn will be the local agent.

Hunter, N. D.—The Hunter Grain Co. has installed a new dump and hoist and also added more grates to the grain dump.

## COUNTRY RUN WHEAT

## E. M. ROGERS COMPANY

FORT WORTH, TEXAS

## BROKERAGE & COMMISSION

### MEMBERS

Fort Worth Grain & Cotton Exchange  
Grain & Feed Dealers National Ass'n.  
Pan Handle Grain Dealers Ass'n.

## ELLIS DRIERS

Known the world over for reliability and perfection of product. Direct Heat — Indirect Heat — And Steam Heat. Also . . .

A complete line of Rotary Driers and Feeders for mill and feed plants.

## The Ellis Drier Co.

2444-56 N. Crawford Ave.

Chicago, Ill., U. S. A.



Warwick, N. D.—The Equity Elvtr. & Trading Co. recently selected Ray Richardson for the new manager of its elevator.

Mooreton, N. D.—The Farmers Elvtr. Co. has appointed R. W. Swenson manager of its elevator, succeeding A. L. Egenes.

Grand Rapids, N. D.—J. A. Frank, of La-Moure, has taken over the management of the Farmers Co-op. Elvtr. in Grand Rapids.

Langdon, N. D.—F. O. Henderson has been made manager of the Langdon Farmers Ass'n's elevator. He was formerly at Durbin, N. D.

Benedict, N. D.—James Covlin, formerly of Sandish, has been named as manager of the New Farmers Co-Operative Elvtr. Co. of Benedict.

Wales, N. D.—The Woodworth Elvtr. in Wales is being improved and will be reopened in the near future under the management of Mr. Benson.

Durbin, N. D.—C. E. Wicks has been appointed manager of the Lynchburg Farmers Elvtr. Co.'s elevator here, succeeding F. O. Henderson, resigned.

Edgeley, N. D.—The Occident Elvtr. Co., a division of the Russell Miller Milling Co., has bot the Powers Elvtr. Co., which includes the local elevator.

Columbus, N. D.—Paul Erickson, for two years manager of the Occident Elvtr. Co. in Columbus, has been transferred to a similar post at Spiritwood.

Edgeley, N. D.—Fire destroyed the Packard Seed Co. elvtr. here. The loss is estimated to be about \$16,000. C. L. Packard is proprietor of the elevator.

Cooperstown, N. D.—F. V. Bunday, formerly of Kempton, N. D., has been appointed manager of the Shepard Farmers Elvtr. Co.'s elevator at this point.

Lansford, N. D.—The Lansford Grain Co.'s Elvtr. was opened for business recently after having been closed for more than a year. M. G. Fischer is manager.

Stanton, N. D.—John Unterseher, of Hazen, has been named manager of the local elevator, to succeed John Montgomery, who has been transferred to Marion, N. D.

Upham, N. D.—Dan Haffey has been transferred by Cargill, Inc., from its elevator at Eckelson to be manager of its elevator at this point, succeeding R. Mair, resigned.

Kempton, N. D.—Cargill, Inc., has purchased the Farmers Co-op. Elvtr. Co.'s elevator at this point to replace the Cargill house that burned some time ago. Mr. Sewell has been continued as local agent.

Churchs Ferry, N. D.—Darwin Rohrer has accepted a position as grain agent for the St. Anthony & Dakota Elvtr. Co. He will operate St. Anthony Elvtr. No. 2. He opened the elevator on July 15.

Columbus, N. D.—George H. Miller, proprietor of the McCormick-Deering store in Columbus, leased the Occident Elvtr. in Columbus, which has been closed since July 31, and will reopen the elevator.

Loraine, N. D.—Improvements are being made at the International Elvtr. at Loraine. A new 20-ton scale, a manlift and a large new air pressure dump are being installed. The T. E. Ibberson Co. is in charge of the work.

Northwood, N. D.—The local elevator of the St. Anthony & Dakota Elvtr. Co. has been bot by Cargill, Inc., whose elevator at this point burned recently. Improvements made include new cement foundations under the driveways, new leads from the bins and other repairs. Horace Hatelstadt is the local manager.

## OHIO

Pleasant Corners, O.—C. W. Gaul sustained wind storm damages recently.

Louisville, O.—Newsome Feed & Grain Co. has been incorporated with a capital stock of \$125,000.

Leipsic, O.—Ottis J. Bear, of Kempton, Ill., has bought the P. W. Davis Elvtr. and will take possession Sept. 1.

Bellefontaine, O.—Installation of a new grinder and new mixer at the Logan Supply Co. has recently been completed.

Xenia, O.—A Kelly Duplex vertical Feed Mixer, motor-driven, has been added to the equipment of D. A. DeWine.

Kingsville, O.—The Farm Service Stores, Inc., have installed a No. 22 Nickle Crusher-Feeder ahead of their hammer mill.

Wapakoneta, O.—The Jackson Center Grain Co. elevator has been purchased by the Jackson Center farm bureau exchange.

Willshire, O.—The grinding and mixing equipment of the Willshire Coal Yard has been purchased by the Willshire Co-op. Co.

Newcomerstown, O.—The Tuscarawas County Farm Buro Co-op. Ass'n has leased the Newcomerstown Elvtr. Co.'s elevator.

Wilmington, O.—Quincy G. Smith, owner of the Clinton Grain Co., has purchased the Bainbridge Milling Co., of Bainbridge, Ohio.

Wilmington, O.—Spontaneous combustion is supposed to have caused a fire that did slight damage to the Buckley Bros. grain elevator Aug. 8.

Unioopolis, O.—Lightning entered on the power wires in the elevator of the Union Grain Co. and caused the total destruction of the elevator on Aug. 7.

Milford Center, O.—The new elevator of the Ohio Grain Co-op. Ass'n is equipped entirely with new machinery. The house is 40x50 feet, 97 feet in height.

Ottawa, O.—The Ottawa Co.'s elevator was damaged recently to the amount of \$20,000 by fire of unknown origin. About 9,000 bus. of wheat were destroyed.

Orwell, O.—The Hodge Feed Store has installed a No. 22 Nickle Two-Roll Type Crusher-Feeder. This machine feeds ear corn and small grain to the hammer mill.

Lewisburg, O.—A new motor-driven feed mixer, and a hammer mill complete with dust collector and bagger, have been installed at the Floyd Milling Co. This is all Kelly Duplex equipment.

Coshocton, O.—The Killbuck Elvtr. Co., which has been under the management of A. V. Beller and J. P. Allison for a number of years, is now managed alone by Mr. Allison, who purchased Mr. Beller's interest.

Cardington, O.—The Mills Feed & Seed Store, has added a cupola to its building and has installed new high-speed elevator buckets. Provisions have also been made for the automatic weighing of grain.

St. Paris, O.—Mrs. E. L. Allton, wife of the former president of Ohio Grain Mill & Feed Dealers Ass'n, passed away in hospital at Springfield from appendicitis. Mr. Allton just recovered from a long seige of blood poisoning himself.

Milford Center, O.—A. H. Scheppele of Alton, Ill., has purchased the Milford Center Milling Co.'s flour mill of the Brugler estate. He has added a new feed mixer and grinder to the mill equipment. The mill was opened for business Aug. 16.

Mansfield, O.—The Cleveland Grain Co. has awarded the contract for the installation of two 750-bu. O. W. Randolph direct heat oil fired corn driers to the James Stewart Corptn. This work is just under way and is to be completed by Nov. 1st.

Greenville, O.—Work on the North Side Elevator is nearing completion. The building program includes the erection of a new seed storage room, coal and grain storage spaces, which will increase the elevator's storage of grain and coal by 50 per cent.

Columbus, O.—New members welcomed into the Ohio Grain Mill & Feed Dealers Ass'n are L. R. Forsyth, Rawson Elevator, Rawson, O.; J. R. Helman, Bradford, O.; J. M. Adlard, RFD., Piqua, O.; The Bailey-Cain Co., Cleveland, O.; John E. Pafenbach, Wooster, O.—W. W. Cummings, sec'y.

Circleville, O.—William Heffner, a charter member of the Ohio Grain Mill & Feed Ass'n, passed away at his home Aug. 6, aged 95. Mr. Heffner established the Heffner Milling Co. in 1869. He is survived by his son and grandson, who will carry on the business he so efficiently conducted in the past.

LaFayette, O.—The LaFayette Co-op. Co. has nearly completed its new elevator, which is not only provided with grain storage facilities but also with feed grinding and mixing and seed cleaning equipment. The building, which is 34x50 feet, 52 feet high, is of frame construction covered with steel siding.

Beaverdam, O.—Contract for the new Beaverdam Farmers Elvtr. Co.'s new \$15,000 elevator will be let within the very near future. It will replace the one destroyed by fire July 4, but will be erected at a new site owned by the company and will connect with the warehouse. It will be 24 by 30 ft., 65 ft. high, capacity 8,000 bus.

Springfield, O.—We have acquired the 350,000 bus. modern steel and concrete elevator at Springfield, at which point we have opened a branch office and will engage in the general merchandising of grain. This enterprise will be in charge of Mr. E. E. McConnell, who for many years has been engaged in the grain business at Buffalo, N. Y., and who will still retain his business and organization at Buffalo and supervise his operations there. Mr. Wright McConnell, who operates country elevators at McGuffey and Alger, O., will also become associated with us at Springfield, within a few months. —Stratton Grain Co., H. M. Stratton, pres.

## OKLAHOMA

Lawton, Okla.—Pete A. Cope, Lawton grain buyer and owner of several elevators in Comanche county, has been adjudged bankrupt.

Weatherford, Okla.—Farmers Union Co-op. Exchange, incorporated; capital stock, \$25,000; incorporators: George B. Eads, J. J. Hamburger and H. B. Ayres.

Lawton, Okla.—Fire at the Lawton Union Co-op. Exchange plant last month, starting in the grinding room of the mill and reported as due to a dust explosion, caused a damage of \$250 and slightly injured two men.

Custer City, Okla.—The Packard Milling Co., Inc., has recently installed a set of extra heavy duty truck scales capable of weighing dual semi-trailers with a weighing capacity of 40,000 pounds. The platform is 34 ft. long and 10 ft. wide.

Clinton, Okla.—Pete Rogalsky, owner of the Corn Milling Co. of Corn, is seriously considering building a new modern flour mill in Clinton. He has discussed the project with the Clinton Chamber of Commerce industrial committee, but no definite decision has as yet been announced.

Blackwell, Okla.—Henry C. Northup and Wanda Northup of Blackwell filed a district court action recently against the Midland Flour Milling Co. seeking damages totaling \$7,500. The contentants claim that chaff, flour dust and other refuse from the mill fall on and damage their adjacent property. They also seek a restraining order against the defendants operating their mill in a manner in which dirt and refuse is allowed to escape.

## PACIFIC NORTHWEST

Sunnyside, Wash.—The Valley Hay & Grain Co. has completed the remodeling of its offices.

Spokane, Wash.—Ted Brasch has been appointed sec'y of the Pacific Northwest Grain Dealers Ass'n.

Amsterdam, Idaho—The grain elevator here has been thoroly cleaned and whitewashed and once more opened for business.

Kent, Wash.—The Sunrise Mills recently installed a Kelly Duplex Corn Cutter and Grader, with special attachments for handling wheat.

Mansfield, Wash.—The Waterville Union Grain Co. completed its new grain warehouse in time for the new crop. Its former 100,000-bu. house burned late in June, as reported in the July 14 Journals.

## STRATTON GRAIN CO.

CHICAGO, ILL. MILWAUKEE, WIS. ST. JOSEPH, MO. NEW YORK, N. Y.  
MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS  
Future Orders Solicited



Spokane, Wash.—Twenty barrels of cement coat paint were sprayed on the Sperry mill elevator here. A crew of five men handled the job.

Rock Island, Wash.—The old elevator has been taken over by Centennial Flouring Mills and is at work storing wheat from different ranches.

Kirkland, Wash.—The Quality Feed Mill was slightly damaged by fire July 31. A light bulb in a small bin containing chopped hay caused the blaze.

Lynden, Wash.—Manufacture and distribution of Tasty Cereals has been taken over by the Garden Park Service from Mr. and Mrs. O. P. Staley.

Seattle, Wash.—The Seattle branch of the North Pacific Grain Growers, Inc., of Spokane, has been approved for membership in the Seattle Grain Exchange.

Portland, Ore.—At the recent election of the Portland Merchants Exchange, E. T. Pettersen was chosen pres., L. J. Hoffman vice-pres. and D. V. Miller sec'y-treas.

Deianey, Wash.—Columbia County Grain Growers are reconstructing their warehouse which was damaged to the extent of \$2,000 by a windstorm early this month.

Waverly, Wash.—The H. F. Kirk Grain Co. has completed a modern grain warehouse capable of handling two freight cars an hour. Elevator capacity is 75,000 bus.

Haines, Ore.—New storage bins with elevator facilities are being constructed by the Haines Commercial Co. at the large warehouse on the Union Pacific tracks here.

Newport, Wash.—The M. Fox & Sons, feed and lumber dealers, recently moved to larger quarters, now occupying the former Milwaukee freight house. Lumber sheds were moved to the new location.

Tekoa, Wash.—Work has been started on another new warehouse here, making the third building of this character now being built in Tekoa. Cluster Grain Co. are making the improvement, which is an addition to their present warehouse.

Palouse, Wash.—R. W. Wallace of the Wallace Grain & Pea Co. has announced the intention of that company to erect a large temporary grain and pea warehouse immediately. A tract of land along the Northern Pacific has been leased for the purpose.

Sherwood, Ore.—The grain mill for the Carlson & Sherk Co. has been completed. Additional machinery has been installed for cleaning, grinding and mixing grain and for removing vetch from grain. An elevator for storage bins is also part of the new equipment.

Palouse, Wash.—Two new warehouses will rise here this month. The Wallace Grain & Pea Co., and the White-Dulany Co. will build a new permanent warehouse on the Washington, Idaho and Montana line. George Sanders is manager of the latter company here.—F.K.H.

Castleford, Idaho.—A new \$10,000 general storage warehouse, to be operated by Shields and Gannon, Buhl elevator operators, is being built here. It will be a 50 by 100 ft. iron-clad frame structure, to be used as a storage place for seeds, grains and beans and is expected to be completed Sept. 1.

Spokane, Wash.—Charles Cook, who recently resigned as general manager of the North Pacific Grain Growers', has opened offices in the Peyton Building, and will shortly begin buying and selling wheat. Mr. Cook has been dealing in grain in this area for 25 years. He was succeeded as general manager of the North Pacific by Ernest Schultz.—F.K.H.

## PENNSYLVANIA

Butler, Pa.—The Blim Milling Co. has made improvements which include a Kelly Duplex Hammer Mill.

The Pennsylvania Millers and Feed Dealers Ass'n will hold its annual convention in Atlantic City on Oct. 1 and 2.

DuBois, Pa.—H. E. Reitz has installed a Kelly Duplex Corn Cutter and Grader, with special attachments for handling wheat.

Enon Valley, Pa.—I. G. Studebaker has installed a Nickle Crusher Feeder ahead of his Jay Bee Hammer Mill. This crusher is fitted with V-belt drive, variable flow control, and safety tramp metal protection. It feeds ear corn, small grain and mixtures.

Lancaster, Pa.—On Aug. 5 a fan in a hammer mill in the feed mill of John W. Eshelman & Sons, Inc., broke and the spark ignited dust which caused an explosion in the dust house. Damage amounted to about \$1,200.

Lancaster, Pa.—The John W. Eshelman & Sons' feed warehouse suffered a \$2,000 damage early this month when an explosion followed by fire occurred in their dust house. Operations in the plant were not suspended altho some of the machinery will have to be replaced.

Laury's Station, Pa.—The Mauser Mill Co.'s plant was burned Aug. 12. Loss on building and stock exceeded \$176,000. The grain storage bins were struck by lightning and after a three hour search fire was discovered in the cribbing next to a brick wall. After fighting the fire some time with small hand grenades and extinguishers the fire department was called in, but too late to save the plant. This expensive experience again emphasizes the necessity of watching property vigilantly during and after every thunder storm. The alert night watchman has saved many a plant.

## SOUTH DAKOTA

Badger, S. D.—Farmers' Co-op. Grain Co. have remodeled their elevator No. 1.

Lake Andes, S. D.—John Henning has recently finished repainting his elevator.

Elk Point, S. D.—The Farmers' Union Elvtr. Co. has repaired and otherways improved its elevator here.

Pierpont, S. D.—The Pacific elevator has been opened for business under the management of Bennie Holland, formerly of Langford.

Pierpont, S. D.—The Pierpont Grain Co., formerly the Light Grain Co., has opened for business under the management of B. O. Monson.

Watertown, S. D.—The huge task of moving a 70-ton elevator here from Gardner has been completed. The elevator was purchased by a local firm.

Mellette, S. D.—Harry F. Hundter, former resident and pioneer Millette elevator owner, died Aug. 1 in a sanitorium at South Haven, Mich. Residence at time of death, Evanston, Ill.

Gregory, S. D.—The Gregory Roller Mills are installing new machinery. When completed the capacity of the mills will have been increased to a hundred barrels per day. William Jr. and Louis H. Nollkamper, owners.

Beresford, S. D.—The Fleischman elevator in Beresford will be reopened in the near future under the management of Tom Manning. A new 20 ton scale has been installed and the old elevating machinery has been replaced with new equipment.

Rapid City, S. D. Flour Mill Building and Warehouse—Bids close August 20 Noon. Owner, Tri-State Milling Co., Rapid City. Engineer, Horner & Wyatt, 470 Board of Trade Building, Kansas City, Mo. Brick and reinforced concrete, 6 stories, 37x80; 1 story, 37x90.

Erwin, S. D.—C. G. Buchele, of Manchester, has taken over the management of the Farmers Elevator in Erwin, replacing John Glas, temporary mgr., following A. C. Miller's resignation. Mr. Miller accepted a position at Badger, S. D.

Blunt, S. D.—Del C. Matthews, proprietor of the Matthews cash store at Blunt, has been named manager of the elevator in Pierre which has been purchased by the Sheldon O. Reese Elvtr. Co. of Horon from the Shandon Elvtr. Co. Mr. Matthews took over the management August 1.

Beresford, S. D.—The Farmers Co-Operative Elevator, closed for the past several months, was reopened recently under lease by the Cargill, Inc., of Minneapolis. A. T. Hong, who has operated one of the Cargill line elevators at Hillsboro, N. D., has come to Beresford as grain buyer to operate the elevator.

Meckling, S. D.—A large feed mill on the Hazelton ranch, situated midway between this town and Vermillion, was destroyed by fire July 26 along with a smaller grain storage building. The loss was estimated at \$12,000, with insurance of \$7,000 on the larger building and contents. The buildings contained a large quantity of feed, listed as 510 sacks of cotton cake, 275 sacks oil meal, 1000 bus. corn and 500 bus. barley, all destroyed. Spontaneous combustion was responsible for the blaze. Owners are Harry Epperson, the Steele Simon Co., Orson Lake, Sr.

Frankfort, S. D.—The Frankfort Grain Co. has opened its grain elevator. The building has been remodeled. Charles Bohn is manager.

Alpena, S. D.—Directors of the Farmers Elvtr. Co. recently named H. P. Gelling as manager of the business, succeeding H. A. Ewing, who resigned. Mr. Gelling has been in charge of the elevator at Richmond for several years.

## SOUTHEAST

Starke, Fla.—Green's Store has just installed a new grist and meal mill.

Bayboro, N. C.—R. E. Watson has installed a new Sidney Cleaner and a new sheller.

Albermarle, N. C.—The Southern Flour Mills Co. has installed a Nickle Hammer Mill Feeder.

Mount Ulla, N. C.—W. H. Marshall has bot the Mill Bridge Roller Mills from James Sloan.

Greenville, S. C.—A corn sheller has been supplied to H. C. Dunn by the Duplex Mill & Mfg. Co.

Lincolnton, N. C.—A Kelly Duplex Ear Corn Crusher and Feeder is now the property of the Banner Roller Mills.

## TEXAS

Amarillo, Tex.—Peerless Milling Co. is the new name of the former Lemons-Thompson Co.

Paint Rock, Tex.—The Warren Grain Co. has opened for business with a complete line of feed.

Texarkana, Tex.—A Feed Mixer has been supplied the Temple McCoy Grain Co. by The Duplex Mill & Mfg. Co.

Jacksonville, Tex.—James C. Beard, 67, wholesale grain dealer, died early this month following a major operation.

Amarillo, Tex.—Hardeman King Co. has started building a 50,000-bu. elevator and feed mill and tearing down the old one.

El Paso, Tex.—Bob Fletcher Flour & Feed Co., incorporated; capital stock, \$20,000; incorporators: Robert Fletcher and associates.

Van Alstyne, Tex.—We have just installed a new 20-ton, 34-foot scale and made improvements in our corn shelling plant in anticipation of handling a large corn crop.—Taylor Grain Co.

## WISCONSIN

Clyman, Wis.—E. A. Kunde has sold his business to the Clyman Elvtr. Co.

Balsam Lake, Wis.—Nelson's Feed Mill has just installed a new ½ ton feed mixer.

Scandavia, Wis.—The Scandavia Co-op. Produce Ass'n is now using a No. 3 Kelly Duplex vertical Feed Mixer.

Cadott, Wis.—Plans are being made to rebuild the Clark & Svoma feed mill in Cadott, which was recently destroyed by fire.

Madison, Wis.—Fire damaged the grain and feed shed of Alex Sinaiko and Sons. The origin of the fire is unknown.

Marathon, Wis.—Tony Bumann, Jr., became new manager of the Menzner Feed Mill when he rented the mill early this month.

Rice Lake, Wis.—New elevators and additional machinery is being installed in the Farm Service Co. Elvtr. in Rice Lake.

Superior, Wis.—Arthur B. Clark, 78, superintendent for 34 yrs. of the Great Northern Elvtrs., has resigned from active service.

Deer Park, Wis.—The feed mill here has been taken over by the New Richmond Roller Mills Co. as a part of their expansion program.

Somerseset, Wis.—The mill here owned by Richmond Roller Mills Co. closed for four years, is being repaired and will be opened for rye buying as the crop is threshed.

Iola, Wis.—The Torgerson Feed mill will soon be moved into its newly remodeled building which Mr. Torgerson purchased on the west side of town. He expects to occupy the new quarters by Sept. 1.

Woodville, Wis.—John Vrieze has hold his share in the elevator business to his partner, William Somsen, and the latter's brother, Harry Somsen. Mr. Vrieze had been active in the business for 24 years.



Pardeeville, Wis.—Improvements have been made at the Fox River Milling Co. which include a new Kelly Duplex 1-ton Feed Mixer and a Model L Hammer Mill complete with dust collector, motors, and all the latest equipment.

Spring Valley, Wis.—The Valley Elvtr. Co. has finished remodeling its building housing the feed-grinding and mixing machinery. A new roof on the long shed and a coat of metallic paint over the elevator and shed, have completed the renovation. Mr. Klanderman is now cleaning bins in the New Richmond Roller Mills property, in which he will store grain for his mills.

#### MILWAUKEE LETTER

Harry M. Stratton, Stratton Grain Co., has been appointed a member of the agriculture committee of the United States Chamber of Commerce.

The Milwaukee Grain & Stock Exchange has adopted an amendment to Rule III, Section 6 (Commission for Receiving and Selling Rye), the same to become effective immediately.

Rebuilding of the Chas. A. Krause Milling Co. plant was stopped temporarily, pending outcome of negotiations with two railroads serving Milwaukee regarding freight rate adjustments. Options on property in Bloomington and Danville, Ill., have been taken and unless better freight rates are granted, the plant will move from the state. Mr. Krause, Sr., president, stated. Plans for the new milling plant call for expenditures of about \$1,000,000 and a considerable increase over the company's capacity before the explosion.

#### WYOMING

Cody, Wyo.—E. R. Loving of Powell, Wyo., recently purchased the elevator here and will operate it under the name of Cody Mill & Elvtr. Co. The mill had been closed for the past three years.

#### News Too Late to Classify

Rutland, Ill.—Ross Gordinier, who managed the North Iowa Co. elevator at Westview, has been transferred here by the company.

Arthur Lahiff of the Chicago office of Quaker Oats Co. is now in charge of the Minneapolis office, succeeding Harry Harding, who retired on a pension because of ill health.

Duncombe, Ia.—The Bartlett-Frazier elevator, which has been closed for some time, has been reopened and is in charge of Theodore Arnold.

Pocahontas, Ia.—W. J. Eich, formerly of Carroll, Ia., has been named manager of the Farmers Co-op. Elvtr. Co. He succeeds Perry Pearson, who resigned to manage the Cargill elevator at Westview.

Rembrandt, Ia.—The Cargill interests have been consolidated with the Rembrandt Farmers Co-op. Grain Co., and are operating under the management of the Rembrandt Co. This arrangement places the three Rembrandt elevators under one management. E. A. Tongate, who has served very efficiently as head of the Farmers Elevator during the past eight years, has been retained as manager. G. W. Strayer, who had charge of the Cargill elevator, was transferred to Armour, S. D.

The Farmers Nat'l Grain Corp. is now occupying offices in the Duluth Board of Trade Bldg., moving in Aug. 1.

Herald F. Hubbard, E. M. White, David S. Levin and C. W. Bodin have applied for membership in the Duluth Board of Trade.

M. E. Jerdee, Minneapolis, chief state grain inspector, met recently with the Duluth grain trade on a proposal to establish Minnesota inspection at Grand Forks. The proposal was opposed as unworkable and unadvantageous to this market.

Malta, Mont.—E. C. Brown has been appointed to fill the vacancy made by the recent resignation of R. P. Misener as manager of the Equity Co-op. Ass'n of Phillips County, also known as the Farmers Elvtr. & Oil Co. Mr. Misener plans to go to Glasgow to take over a superservice station there.

Howard Kellogg, Jr., Spencer, Kellogg & Sons, Inc., Buffalo, has been elected to membership in the Kansas City Board of Trade.

St. Joseph, Mo.—C. N. Ogden has been elected to membership in the St. Joseph Grain Exchange on transfer from P. D. Sittler. Mr. Ogden will conduct a cash grain trade for account of B. C. Christopher & Co. here. Mr. Sittler continues as manager of the futures trading business of the firm in St. Joseph.

#### Large Dust-Tight Bin Lamp

A new dust-tight portable flood light for lighting the interior of grain storage bins has recently been brought out by the Benjamin Electric Mfg. Co.

When suspended thru the manhole opening this 200-watt lamp effectively illuminates both the bottom of the bin and the side walls, making it unnecessary to lower the lamp into the bin.

The unit may be supported over the manhole by two steel bars placed below the guard or it may be held by slipping a steel bar of sufficient length to overlap on each side of the manhole, thru the top handle of the unit. The handle on top can also be used as a convenient method of carrying the unit from place to place.

This portable has a smooth outer surface which discourages dust accumulation. Any combustible dust which might gather on the outer surfaces will not ignite as the temperature of the body is kept at a safe low level by a special method of heat insulation.

The portable is supplied without cord but is wired from the socket terminals to the soldering terminals in the wiring chamber at the top of the hood. Access to this chamber is obtained by releasing four screws and removing the cap of the unit.

A non-ferrous cylindrical metal wire guard clamps over the rim of the housing. Rim of guard acts as a cover band for glass. The guard extends some distance beyond the bottom of the fixture and provides a stand for setting the portable on the floor without danger of breaking the glass cover.

Steel housing of unit is first metal plated and then finished in sprayed aluminum. Combination cast aluminum handle and cap and brass guard, are sprayed aluminum.

Reflector is of a special aluminum alloy; highly polished inside. Cover is of stippled molded glass.



Dust-Tight Bin Lamp

## Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at..... cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price \$1.10, f. o. b. Chicago. Wt. 1 lb.

Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.35, f. o. b. Chicago. Weight, 21 ozs.

#### Grain & Feed Journals

Consolidated

332 So. La Salle St. Chicago, Ill.

## Cipher Codes

Universal Grain Code: Most complete, up-to-date grain code published. Effects a greater reduction in tolls than any other domestic code. 150 pages, 4½x7 inches. Price, leather, \$3.00; paper, \$1.00.

Robinson Telegraph Cipher Code: Revised with all supplements, for domestic grain business. Leather, \$2.50; cloth, \$2.00.

Dowling's Grain Code for Grain Milling and Produce Trades, 6th edition: Used extensively in Western Canada. 154 pages, 4½x6½ inches. Weight 4 ozs. Price \$3.00.

Millers Telegraphic Cipher: (1936) For the flour feed and grain trades. 157 pages, 3½x6½ inches. Cloth bound. Weight 6 ozs. Price \$2.00.

Cross Telegraphic Cipher: 10th edition revised for provision and grain trades. 148 pages, 4½x5½ inches. Cloth \$4.00.

A. B. C. Improved Fifth Edition with Sup.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. In English. Price, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million combinations, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. 8½x10½ inches. Leather back and corners. \$10.00.

Peerless Grain Code for international grain and feed trades. 300,000 different offers expressed by one half codeword combining Destination, Time of Shipment, Quantity, Quality and Price. 10,000 complete Phrases relate to Export grain trade. Private Supplement contains 3000 blank code words. Price \$85.00.

Baltimore Export Cable Code: Hinrich's fourth edition, completed especially for export grain trade. 152 pages, 6½x9 inches, bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter revision): Sixth edition. For use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather. \$12.50.

All prices are f. o. b. Chicago.

GRAIN & FEED JOURNALS

Consolidated

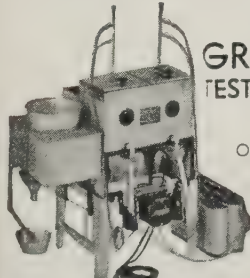
332 So. La Salle Street CHICAGO, ILL.

#### Complete GRAIN & SEED TESTING EQUIPMENT

OFFICIAL BROWN DUVAL MOISTURE TESTERS  
WT. PER BU. TESTERS  
FOUR-IN-ONE SCALES  
BOERNER SAMPLERS  
GRAIN TRIERS  
—SAMPLE PANS

#### SEED TRADE REPORTING BUREAU

223 W. Jackson Boulevard  
CHICAGO, ILL. TEL. WABASH 3712





# Field Seeds

**Lamoni, Ia.**—W. V. Brenizer, seed dealer, has leased the elevator of H. T. Rauch.

**Roseau, Minn.**—The Habstritt Seed House, of which Chas. Habstritt is manager, will erect an office.

**Albany, Ind.**—The Scott Seed Co is building an addition to its present building to be used as a seed store.

**Elyria, O.**—A fire at the Kelling Seed Co., caused damage estimated at several thousand dollars recently.

**Evansville, Ind.**—The Purcell Seed Co. has installed two machines doubling its seed cleaning capacity.

**Blissfield, Mich.**—H. J. Hoenig is operating a seed warehouse at this station and has recently installed a B. B. Buckhorn machine.

**Cambridge, Ill.**—D. O. Hinman has been re-engaged as manager of the Farmers Co-operative Seed Co; W. D. Rishel, treasurer, has resigned.

**Yakima, Wash.**—Glenn L. Rohn has purchased the Yakima Seed Co. from the Chas. H. Lilly Co., and will remodel the store and build a new front.

**Muncie, Ind.**—The G. & M. Feed & Seed Co. will add to its facilities by installing seed cleaning and feed grinding machinery in a large building recently purchased.

**Des Moines, Ia.**—For its wholesale business the Iowa Seed Co. has purchased a 3-story brick building 44x180 ft., continuing to use the old building as a retail store.

**Presumably for rust resistant seed** the Dominion Wheat Board has announced it will buy all Thatcher wheat at 5c premium over No. 1 northern, basis Fort William.

**Muskogee, Okla.**—Sam B. Durham, extension pasture specialist of Oklahoma A. & M. College, reports that rye grass seed is giving promise of becoming an important cash crop.

**Detroit, Mich.**—John Pinten, aged 75, died Aug. 14 at Hancock, where he was spending the summer. He was pres. of the American Seed Co., and a brother of Bishop Joseph G. Pinten of Grand Rapids.

**Newton, Ia.**—E. J. Breneman, of Iowa City, seedsman, has purchased of Francis P. Failor the seed store formerly operated by his father who died several months ago. Francis will remove to California.

**Rocky Ford, Colo.**—Fred S. Guelf has purchased the business of the H. D. Garwood Seed Co. and will operate under the old name while continuing to manage production for F. H. Woodruff & Sons, of Milford, Conn.

**Forestville, N. Y.**—C. J. Van Scoter, pres. of the Hygrade Seed Co., of Tuckahoe, has purchased a part of the Town Milling Co. property. He intends to move his plant to the new location as soon as building alteration can be completed.

**Lafayette, Ind.**—Members of the seed certification com'te of the Indiana Corn Growers Ass'n say Indiana seed wheat is below normal quality because of the wide-spread black stem rust damage.—W. B. C.

**Yakima, Wash.**—A complete seed cleaning plant is being installed in a 100x120 ft. building leased by the Chas. H. Lilly Co., of Seattle, for its wholesale seed business. A fertilizer mixing plant will be added.

**Badger, Minn.**—Sjoberg Bros.' seed house is being remodeled, another story added and cement floors laid thruout the first story. Additional machinery will be added to increase the capacity of the seed cleaning department.

**Jefferson, Ia.**—A seed store will be established here by Gust Marten, who has been engaged in the seed business at Ute for 18 years. Henry P. Hansen, who has been handling seeds at Schleswig for Marten, will manage the business at Ute.

**Bismarck, N. D.**—R. E. Thompson, manager of the Washburn Coal Co., has succeeded H. R. Smith as manager of the Dacotah Seed Co., which deals in seeds and feeds and farm supplies. The company occupies a new building on the site of its plant that was burned.

**Fargo, N. D.**—At least one elevator company operating many units in the state has ordered its house to bin separately Thatcher wheat in a program to keep that seed in North Dakota, reports B. E. Groom, chairman of the agricultural com'te of the Greater North Dakota Ass'n.

**Morganfield, Ind.**—For the first time in its history, Union county's timothy seed is being threshed and with apparent success. The experiment is being tried by C. M. Meacham, Jr., master farmer, who is the first man to find another use for his combines, now being used to thresh the seed.—W. B. C.

**Corvallis, Ore.**—The three year battle of the Oregon Feed Dealers Ass'n for increased and improved facilities at the state seed laboratory, and faster service on seed samples submitted for purity and other tests, has finally resulted in assurance from Solon T. White, director of agriculture, that three-day service on seed samples will henceforth be practiced.

**Salem, Ore.**—Under Oregon's seed law all seed screenings containing noxious weed seeds must be processed to destroy the viability of the seeds, or else the screenings must be destroyed. "Seizures" have been filed on screenings. Screenings are the possession of the farmer. To get them out of the way large seed dealers make a storage charge for screenings left with them beyond a specified time.

**Fargo, N. D.**—How to get good seed wheat for the state was the subject of discussion at a meeting Aug. 2 called by the Greater North Dakota Ass'n and attended by Capt. L. C. Webster, Minneapolis, sec'y Northwest Country Elevator Ass'n; H. R. Sumner of the Monarch Elevator Co., Minneapolis; R. P. Woodworth, Minneapolis; John Haw of St. Paul, Northern Pacific development agent; C. C. Morrison of St. Paul and Paul Wagner of Grand Forks, Great Northern development agents; Evan Hall of Aberdeen, development agent for the Milwaukee; L. A. Swanson of Minneapolis, Soo line development agent and E. J. Taintor, head of the Park River agricultural school.

**W. F. Watkins, Iowa State College Agronomist**, states that the combine is proving very satisfactory for harvesting sweet clover. Mr. Watkins advises farmers to "watch the maturity of the crop" in order to harvest it before the seed starts shattering. When red clover is cut with a mower, the crop can be handled most safely early in the morning or on cloudy days, since moisture prevents shattering in the field."

**Ioglos barley**—the new smooth-awned, high-yielding variety developed by the Iowa Agricultural Experiment Station, may be obtained now from a number of farmers who are growing it under the supervision of the Iowa Agricultural Experiment Ass'n, reports J. L. Robinson, of Ames. Robinson, research agronomist, says that 16 growers have met certification requirements in field inspection. Later, bin inspections also will be made to determine which crops meet final certification requirements.

**A revision** of the black stem rust quarantine (No. 38) and regulations supplemental thereto, effective Sept. 1, has been announced by the Sec'y of Agriculture. The revision adds the States of Missouri, Pennsylvania, Virginia and West Virginia, to the list of states designated as protected in Notice of Quarantine No. 38, as revised effective Aug. 1, 1931. Under the revision effective Sept. 1, 1937, the interstate movement of all barberry and mahonia plants except the Japanese barberry (*Berberis thunbergii*) and its rust-resistant varieties, into or between the States of Missouri, Pennsylvania, Virginia, and West Virginia, as well as into or between the states of Colorado, Illinois, Indiana, Iowa, Minnesota, Michigan, Montana, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin, and Wyoming, which were previously designated as protected states, is restricted.

## Hybrids Resist Ear Worms

Hybrid field corn is more resistant to the ravages of the corn ear worm than ordinary open-pollinated corn, according to preliminary tests with experimental plots of corn in McLean County, Illinois. Ordinarily from 2% to 3% of the Illinois corn crop is sacrificed to the corn ear worm, but in severe infestations, as in 1934, the loss is much greater.

In the preliminary tests conducted by the Illinois Natural History Survey and the Federal Department of Agriculture, certain groups of local varieties of corn suffered kernel damage averaging 6.9%, while 19 hybrid varieties grown in the same fields showed only 3.4% damage from the corn ear worm. In another series of tests open-pollinated local varieties had 83.5% of the ears injured, while only 56% of the ears were injured in even the most susceptible of the hybrid varieties.

## Orchard Grass Withstands Shade

Orchard grass is a long-lived perennial known in England as cocksfoot or rough cocksfoot. It is a typical bunch grass, often attaining a height of 30 to 40 inches, and forming a dense tuft which may become a foot in diameter, altho it has no stolons and does not form a complete turf. Two to three years are required for orchard grass to become fully developed and produce seed.

**Adaptation.**—Orchard grass stands more heat than timothy, but does not, as a rule, stand severe winter cold. Altho it is rather susceptible to cold in the spring, it starts growth very early. It is more resistant to drought than timothy, yet it thrives on wet soils. Its outstanding characteristic is supposed to be its ability to withstand shade. Altho generally adapted to most soils it will not grow well on either sandy or muck soils.

**Culture.**—Orchard grass is seeded in the fall or in early spring, and can be started successfully with a grain crop such as oats

## Directory

### Grass and Field Seed Dealers

**CRAWFORDSVILLE, IND.**  
Crabbs, Reynolds, Taylor Co., clover, timothy.  
**GREEN SPRINGS, OHIO**  
The O & M Seed Co., seed merchants.  
**PAULDING, O.**  
Stoller's Seed House, wholesale field seeds.  
**ST. LOUIS, MO.**  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.  
Scott, T. Maurice, field seeds, carlot originator.  
**SAULT STE. MARIE, MICH.**  
Soo Terminal Co., grass, flax, peas.



or wheat. The rate of seeding is about 25 pounds an acre when seeded alone. Because of its bunchy nature, orchard grass should be grown in mixtures unless intended for seed.

**Uses.**—Orchard grass is a satisfactory pasture grass, and in pure culture as well as in mixtures it does well for hay. Because of its deep-growing and rather numerous roots, it has promising possibilities as a crop for controlling soil erosion.—Illinois Exp. Sta.

## Meeting of Virginia Seedsmen

The annual meeting of the Virginia Seedsmen Ass'n was held at Hotel John Marshall, Richmond, Va., Aug. 6, with members of the North Carolina Seedsmen Ass'n participating by invitation.

**PRES. A. REID VENABLE**, Richmond, urged the maintenance of strong ass'ns to resist the encroachment of state and federal governments in the seed business. He suggested voluntary contributions for the entertainment of the Southern Seedsmen Ass'n at the meeting in Richmond in June.

**W. GREYSON QUARLES**, Raleigh, N. C., explained the changes in the North Carolina seed law going into effect Jan. 1, 1938, one change being a reduction in the license fee from \$25 to \$10.

**WM. K. WILEY**, Asheville, N. C., declared that seedsmen in the Carolinas were losing business thru county agents selling seeds.

**CHAS. SCOTT**, Richmond, reported on the development of hybrid seed corn in Virginia and North Carolina.

Strengthening of the federal seed law was urged in the following resolution unanimously adopted:

The A. S. T. A. com'te plan for federal control of interstate commerce in agricultural and vegetable seeds is hereby indorsed by the Virginia and North Carolina Seedsmen's Ass'ns, provided the law will permit the issuing of tags on broken bag shipments based on the official certified analyst tag attached to full bags.

**WILMER LIVINGSTON**, Columbus, O., told of the changes in the Ohio seed law. The minimum license fee of \$1 for handling seeds had been modified to allow a 25c inspection tax on consignment boxes, which should net the state about \$5,000 revenue, with no cost for collection, on the 20,000 consignment boxes sent into Ohio every year, as opposed to the \$750 revenue secured from the \$1 license fee, which cost the state 75% to collect. The old classification of \$2.50 for retail dealers selling in less than 10-lb. lots, and \$5 license fee for dealers selling in lots of 10 lbs. and over had not been changed.

While the Virginia seedsmen held their annual business meeting the Carolina seedsmen held a private session.

**OFFICERS** elected for the ensuing year are: Pres., J. R. Little, Petersburg; first vice

pres., H. W. Smith, Danville; second vice pres., Wm. P. Wood, Jr., Richmond; sec'y-treas., H. P. Johnson, Richmond. Executive com'te: A. Reid Venable, Richmond; Q. A. Eller, Chilhowie; J. T. Moreland, Norfolk; F. M. Worley, Lynchburg; E. H. Wetsel, Harrisonburg.

## Insecticide for Mexican Bean Beetle

The Mexican bean beetle, originally a native of the Southern Rockies and Mexico, migrated to Alabama and from there has spread in recent years in all directions, particularly to the North. Since it feeds on the bean plants from beneath the leaves, it is important that both spray and dust be applied in such fashion that they cover the under surfaces. For this purpose it is advisable to use an angle nozzle or a rotary dust gun with the nozzle turned to the side. Three or four applications of the Alorco cryolite spray or the sulphur-Alorco cryolite dust mixture should give control.

The new form of cryolite, known as Alorco, was announced in January, 1936, by the Tennessee Agricultural Experiment Station in Circular 56. Diluted with water (50 gallons to 1½ pounds of Alorco) it makes an effective spray with which to combat the Mexican bean beetle. It may also be used successfully as a dust when combined with a light carrier such as sulphur. One part of Alorco cryolite to three parts of sulphur, applied at the rate of 15 pounds to the acre, is the suggested dosage.

## Alfalfa for Seed

At present alfalfa is grown for seed to only a comparatively small extent in Canada. Its successful cultivation depends above all on the weather during flowering and ripening time.

If moisture is abundant the plant will make a strong development of its vegetative organs and the seed will be insignificant and poor. The heaviest production is obtained when there is only enough moisture in the soil to allow the seed to mature fully. The plants also require plenty of light and room and for this reason a smaller amount of seed should be sown than for hay or pasture; ten to twelve pounds of good seed gives the best results.

Any one of the season's crops can be used for seed, altho there are several objections to the first cutting. The insects which fertilize the flowers are less numerous then than later and the seed crop would therefore be rather light. The flowering of the first crop is comparatively uneven, and the quality of the seed is inferior. Leaving the first crop for seed means a loss in hay, because after alfalfa has produced seed the amount of hay or pasture that can be secured is rather small.

For these reasons, it is advisable to cut the first crop for hay. Which of the subsequent crops should be used for seed will depend upon the length of the season and the weather. In Canada, the second crop will give the best results.

Alfalfa is ready to cut for seed when about half of the pods have turned brown and the seeds can be easily rubbed out. If allowed to develop too far, some of the earliest ripened and most valuable seeds will be lost by shattering.—J. H. Misner, Port Dover, Ont.

## New Arkansas Seed Regulations

Under the new rules as published on page 43 of the Journals for July 14, the State Plant Board of Arkansas has promulgated the following regulations:

### EACH BAG MUST BEAR ANALYSIS TAG

**Statements which should appear on the analysis tag:** Seedsmen's name and address. Lot number. Kind of seed. Name of state where grown, or if not grown in the United States, name of the country in which grown. Percentage of mechanical purity. Percentage of weed seeds. Percentage of germination, and month and year of test. Names and number per ounce or pound of noxious weed seeds (dodder, buckhorn, and other varieties of plantain, sorrels, docks, chess, cheat, red rice, wild onion or garlic, nut grass, Johnson grass, and corn cockle), if present in excess of 1 seed in 100 grams (3½ oz.) in the case of seeds as large or larger than wheat or vetch, if present in excess of 1 seed in 25 grams (6/7 of an oz.) in the case of seeds the size of millet, Sudan grass, and sorghum, and if present in excess of 1 seed in 5 grams (1/6 of an oz.) in the case of smaller seeds.

If no noxious weeds are present in the seed, the tag must bear a statement to that effect.

**Exceptions:** Seed grown by the farmer and sold by him on his own premises, or seed sold to a merchant to be resold before being resold need not bear the analysis tag.

**Analysis:** The required analysis may be made by the seedsmen, or by any competent person or laboratory. Residents of Arkansas, if they wish, may have analysis made by the Plant Board by sending representative samples to John E. Casey, Seed Laboratory, State Plant Board, Fayetteville, Ark., but only 5 samples per year will be analyzed free of charge.

**Enforcement:** The Board's inspectors will take samples of seed found on sale, and of seed transported into and within the state. These samples will be tested by the Board's analyst to ascertain whether the analysis given on the tag is correct. Federal and State laws provide heavy penalties for misbranding.

**Permit-Tags Required** on alfalfa, lespedeza, clover, cotton, vetch, oats, wheat, barley, rye, sorghums both sweet and grain, soybeans, and sudan grass. A permit-tag, issued by the Arkansas Plant Board must be attached to each bag of the above-named seed, unless grown in the locality in which sold. **The permit-tag contains blanks for the analysis, and if the analysis is placed in these blanks no separate analysis tag is necessary.** Name of the seedsmen to whom the tag is issued should appear on the permit-tag, or if he requests it, the name of the purchasing merchant may be substituted in lieu thereof. Applications for permit-tags should be made on special forms which will be supplied by the Plant Board. Applications should be accompanied by the application fee, \$1. Tags will be issued at 1 cent each. Use of the tags is conditioned on compliance with the seed laws and regulations. Applicants who ship cotton seed into the state must file certificate of inspection showing freedom of the fields from communicable diseases. Applicants must agree not to ship vetch into the state which has been grown in a state east of the Mississippi river, except by permission of the Board.

**Limitation on Certain Weed Seeds.** Shipment or sale of seeds named in Paragraph 2 is unlawful if said seed contains (a) dodder in excess of 1,000 dodder seed per pound of pure seed, (b) Johnson grass in excess of 5 Johnson grass seeds per pound of pure seed, (c) wild garlic or wild onion bulblets, one or both, in excess of 5 bulblets per pound of pure seed, (d) chess or cheat, one or both, in excess of 250 chess or cheat seeds per pound of pure seed.

**Seed Must Be Tested for Germination Every Six Months.** Germination test must have been made not more than six months previous to date of sale. Merchants must have their carry-over stock retested.

Seeds which are tagged, branded, or otherwise marked to show a varietal name or to indicate or suggest in any way that they are suitable for planting purposes, are classed as planting seed under the seed laws and regulations, and must meet the requirements of Paragraphs 1, 2, 3, and 4 (above), unless conspicuously tagged "Not For Planting."

Applications for permits should be made to the State Plant Board, War Memorial Building, Little Rock, Ark.

## RUDY - PATRICK SEED CO.

KANSAS CITY, MO.

BUYERS — SELLERS


Clover, Alfalfa and Timothy Seeds

OFFERS SOLICITED

## ED. F. MANGELSDORF & BRO.

Buyers and sellers of

Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri



**DEPENDABLE**

FIELD CORN - SWEET CORN  
SEED OATS - SEED BARLEY  
GARDEN SEED - GRASS SEED

THE O & M SEED CO.  
GROWERS GREEN SPRINGS, OHIO

## CRABBS REYNOLDS TAYLOR CO.

CRAWFORDSVILLE, IND.

### GRAIN

Clover and Timothy Seeds

Get in Touch With Us

The American Maize Products Co., New York, has agreed with the Federal Trade Commission to cease asserting that any of its syrups is "extra rich" or "extra plentiful" in dextrose, and that any of its products has been "recommended" as distinguished from "accepted," by the American Medical Association.



## Grain Carriers

The ruling rate on wheat by lake from Chicago to Buffalo is 2¼¢ per bushel, and to Montreal 3 to 3¼¢.

Omaha, Neb.—A large line has been organized here to operate six barges and two tugs between Sioux City, Ia., and New Orleans, La., over the newly improved Missouri River.

Grain and grain products were loaded into 46,318 cars during the week ended Aug. 7, against 46,446 cars loaded during the like week of 1936, as reported by the Ass'n of American Railroads.

Soybean producers have requested official territory carriers to consider including soy bean meal in grain tariff 245-E and fixing a rate of 27½ cents, Baltimore basis, from 110 per cent points.

The Shippers Advisory Board of the Ohio Valley will meet Sept. 21 at Louisville, Ky.; the Trans-Missouri Kansas Board, Sept. 21 at St. Louis, and the Southwest Board, Sept. 23 at Muskogee, Okla.

In *Atkinson Milling Co. v. Alton R. R.* the Interstate Commerce Commission has modified its former finding in 215 I. C. C. 83 to permit transit until Dec. 1, 1938, on all rates thru proportional rate points on grain and grain products.

Executive officers of western railroads meeting at Chicago Aug. 11 decided not to restore the transit privileges on grain at Missouri River markets permissible under the recent decision by the Interstate Commerce Commission.

The interstate and foreign commerce committee of the House of Representatives has approved a bill permitting railroads to ship feedstuffs into drouth areas at reduced rates. These dry areas are mostly in Montana, Wyoming and the Dakotas.

Topeka, Kan.—The Kansas Corporation Commission is expected to file a petition with the Interstate Commerce Commission asking for a rehearing of the order by the Commission authorizing the railroad companies to grant three transit stops.

Chicago, Ill.—Traffic managers of the different grain exchanges attended a conference in the Union Station Building with officials of the western railroads at 10 a. m., Aug. 24, to consider a demand for three transit stops as now permitted by the Interstate Commerce Commission.

Shippers of package freight in carloads or less will find very valuable information on how to avoid loss and damage in the pamphlet "Perfect Shipping" put out by the chairmen of the loss and damage committees of each shippers advisory board. The head of the organization is T. C. Burwell, vice pres. and traffic manager A. E. Staley Mfg. Co., 59 E. Van Buren street, Chicago. Copies of this 32-page pamphlet may be obtained from any member of the management committee.

In *Larabee Flour Mills Co. v. C., B. & Q.* the Interstate Commerce Commission has dismissed the complaint alleging unreasonable rate on a carload of shorts, part of the product of two cars of wheat originating at Selden and Jennings, Kans., and milled at Clinton, Mo. Three of the Commissioners dissented. The majority followed the ridiculous decision in the Rudy-Patrick case, denying the balance of the low thru rate because the carloads were made up of split billing. Split billing from many different origins may make more work for railroad accountants but the freight moves in carloads as if actually stopped in transit for milling or cleaning.

Heavy taxes are now being collected from the railroads to provide a retirement fund for their employes and the amount collected will automatically increase as the years go by, and still not a penny of new revenue has been provided to meet this additional expense. This is likewise true of the Train Limit bill, which, should it become a law, does not provide for a penny of additional revenues. Who will pay the bill?

## Bluegrass for Pasture

So named because it was first grown extensively in Kentucky, bluegrass plant is the most widely grown pasture grass in America. In some sections it is called June grass. Propagation is by seeds and short rootstocks. Growth starts early in the spring, and flowering also is early. After the production of seed the plant goes into a semidormant stage but develops a vigorous fall growth if moisture is abundant. Development of sod from a seeding of Kentucky bluegrass is slow, usually requiring two years, but on good soil and with good management this grass forms when mature a very dense sod which withstands trampling. On good soil it often reaches a height of 20 to 30 inches.

Three other species of bluegrass are very similar to Kentucky bluegrass, and are sometimes confused with it. Canada bluegrass is more resistant to drouth than is Kentucky bluegrass. The other two species are tolerant to shade. The most popular of them is known as rough-stalk meadow grass and is often sold under the latin name of *Poa trivialis*. The other is known as wood meadow grass.

CANADA BLUEGRASS will grow on poorer soils.—Canada bluegrass, found growing first in America near Quebec, is so similar to Kentucky bluegrass that most farmers fail to distinguish between them.

Canada bluegrass, a perennial with underground creeping root-stocks, matures later than Kentucky bluegrass. It forms a dense sod. The stems are flattened and on rich land reach a height of about 2 feet. The leaves are few, bluish green in color, and wiry in texture.

Canada bluegrass stands more unfavorable conditions of weather and soil than Kentucky bluegrass. Because of its wide adaptation to soil and climate, it is frequently recommended for pasture mixtures.

The culture of Canada bluegrass is similar to that of Kentucky bluegrass. It often comes in spontaneously, but when seeded the rate of seeding is about 20 to 25 pounds an acre.

Canada bluegrass is primarily a pasture grass and very little is grown for hay. Like Kentucky bluegrass, it withstands considerable trampling, altho overgrazing endangers the permanency of the stand. It has not been seeded extensively in Illinois, and its presence in established pastures of an area is a good indication that it is adapted to the soil and climate of that particular region. On the poorer soils it has an important place, but on the better soils it will not produce as good grazing as the better known and more popular Kentucky bluegrass.—Ill. Exp. Sta.

The Soybean Exhibit Car built by the Pennsylvania Railroad will stop at the following points in Illinois: Effingham, 9 a. m.; Vandalia, 1:30 p. m.; Highland, 4 p. m., Aug. 27; Casey, 8:30 a. m.; Terre Haute, Ind., 1 p. m., Aug. 28; Hervey City, 10 a. m., Decatur, 3 p. m., Aug. 30; Minier, 2 p. m., Peoria, 7 p. m., Aug. 31; Midland City, 1:30 p. m., Sept. 1; Arthur, 9 a. m.; Oakland, 4:30 p. m., Sept. 2. The exhibit car will be at the Indiana State Fair Sept. 4 to 10; and at the American Soybean Ass'n annual meeting Sept. 14 to 16 at Urbana, Ill. The car began its itinerary Aug. 16 at New Brunswick, N. J.

## Shippers' Certificate of Weight

for use in advising receivers of the amount and grade of grain loaded into a car. Especially adapted for filing claims for Loss of Weight in Transit. Each certificate gives: "Kind of scale used; Station; Car Number and Initials; Shipper's Name;—lbs. equal to—bus. of No. —; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ————R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; name of the weigher." On back is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond; duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers. 75 originals, 75 duplicates and four sheets of carbon paper. Size 4¼ x 4¾ inches. Weight 11 ozs.

Order No. 89 SWC.  
Price \$1.00, plus postage

Grain & Feed Journals  
CONSOLIDATED  
332 So. La Salle St., Chicago

## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your return by helping you to prove your claims and by helping the claim agent to justify payment.

A is for Loss of Weight in Transit Claims.  
B—Loss in Market Value Due to Delay in Transit.  
C—Loss in Quality Due to Delay in Transit.  
D—Loss in Market Value Due to Delay in Furnishing Cars.  
E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00. Weight 3 lbs.

411-E contains 100 sets all Form E. Price, \$2.00.

411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

Grain & Feed Journals  
CONSOLIDATED  
332 South La Salle St. Chicago, Ill.



## Supply Trade

**Chicago.**—The Exposition of Power and Mechanical Engineering will be held at the International Amphitheater Oct. 4 to 9.

**New York, N. Y.**—C. W. Gilmer, formerly at the Seattle branch has been appointed belting sales engineer of the Mechanical Goods Division of the U. S. Rubber Co., operating under T. A. Bennett, Manager of Belting Sales. L. F. Koepp has succeeded Mr. Gilmer at Seattle.

**Washington, D. C.**—The Federal Trade Commission has directed the Biddle Purchasing Co., New York City, and others, to discontinue receiving from any seller any brokerage commissions if such commissions are intended to be paid over to the buyer or to be applied for his use and benefit; and also from paying to any purchaser of commodities any commission received as brokerage from the seller. Under the Robinson-Patman act it is becoming more difficult to set up dummy agencies to obtain additional discounts for the principal.

## Combination of Cement Producers Charged

**Washington, D. C.**—Cement producers are made the subject of a complaint by the Federal Trade Commission charging a combination to eliminate price competition, resulting in increased prices for cement. The complaint has been issued against The Cement Institute, an unincorporated association, its officers, and 75 cement manufacturing member corporations, producing 95 per cent of all of the cement made in the United States, and alleges violation of Section 2 of the Clayton Act, as amended by the Robinson-Patman Act.

The complaint charges that the chief means employed for carrying the cement combination into effect is concerted use of the multiple basing point system of quoting prices. Under this system, it is alleged, identical delivered prices are made by every quoting producer entering into the combination, to any given destination in the United States.



Convenient Dumping Truck of Clay Syler, North Manchester, Ind.

The Commission's complaint sets out, in effect, that each producing company knows that, when it refrains from offering competitive prices in the consuming areas where it has a natural advantage and receives its highest actual price, it will receive the same freedom from price competition when the situation is reversed. In this way there is everywhere a reciprocal waiver of natural advantages with no competition in price anywhere.

## Truck Body Dumps Grain and Coal

Clay Syler, at North Manchester, Ind., felt a need. The need was a dump body on a truck that would efficiently dump both grain and coal. An ordinary, standard, short-coupled, coal dump body, teetering around way up in the air, would not do. While such a high dump body would serve satisfactorily

for coal alone, it would break a man's back if a worker had to shovel it full of wheat from a farmer's bin. Likewise it would be too high to back thru many barn doors when a feeder bought corn or oats and wanted them delivered and dumped on the barn floor. Mr. Syler sells and delivers a lot of coal, but he sells and delivers a lot of grain too, and the truck body he wanted had to do an efficient job of handling both products.

Hearing of special built dump bodies being made in Kewanee, Mr. Syler drove his new 1½ ton Ford truck over to the Illinois town one day and discovered the Kewanee Manufacturing Co. already had in stock steel tipping frames and platform bodies with hydraulic hoists, so designed that the body would set well down on the frame of the truck, so low that to all intents and purposes, it would present no more of a problem to the man with a grain scoop than if he were loading a standard truck box. The hydraulic hoist, that does the dumping, set out of the way, between the frame members, and the dumping arms fitted practically flush inside the frame. All that had to be done was to weld side boards and a front end piece to this seamless steel platform body, fit the back with a lockable end gate, bolt the body and its mechanism to the truck frame, fit the power take-off for the hydraulic pump to the transmission, cut a couple of holes thru the floor boards of the truck's cab for the controls, and Mr. Syler's truck would be ready for speedy handling of either grain or coal.

Mr. Syler promptly demanded the body, and workmen at the factory began assembly work. In hardly more than six hours Mr. Syler was on his way home again with a seamless steel bottomed dump body on his truck that filled his every requirement.

Passing along the street no one would guess that the brightly painted, 84x144 inch steel box on Mr. Syler's truck, "Clay Syler" advertising painted on its 18 inch sides, can be elevated to an angle of 40 degrees and dump six yards of coal at a customer's door almost as quick as you can say "Jack Robinson," or an equal volume of shelled corn or oats on a farmer's barn floor with equal facility.

**East Lansing, Mich.**—A pest new to Michigan is damaging the bean crop in Bay and Allegan Counties. It is a green and yellow striped caterpillar about an inch long. Ray Hutson, entomologist, recommends the use of rotenone in dust or spray form.

## BE PREPARED! HESS DIRECT HEAT DRIERS

ENABLE YOU TO HANDLE

NEW GRAIN WITHOUT LOSS

DON'T DELAY

WRITE FOR FREE CATALOG.

HESS WARMING AND VENTILATING CO.

1211 SO. WESTERN AVE., CHICAGO



# New!

20th Edition

## Feeds & Feeding

by  
F. B. Morrison

This edition has been entirely rewritten and revised to contain the latest information on live stock feeding and nutrition. Entirely new compilations of recent analyses of American feeds are presented in the Appendix Tables. Extensive data are presented concerning the mineral and vitamin content of important feeds.

The only authoritative book on the subject of animal feeds and feeding. The result of over 38 years of exhaustive work in experimentation.

Its three parts, each divided into numerous chapters, cover "Fundamentals of American Nutrition," "Feeding Stuffs," "Feeding Farm Animals." This new edition contains approximately 40% more material than the 19th edition, and contains 1,156 pages, including 95 informative illustrations. This book will enable any grinder and mixer of feeds more intelligently to suggest and compound worth while rations. Beautifully bound in black keretol, durable covers; weight 5 pounds, price \$5.00 plus postage. Send for your copy now.

**Grain & Feed Journals**  
Consolidated

332 S. La Salle St.

Chicago, Ill.

# Feedstuffs

**New York, N. Y.**—Receipts of millfeed during July were only 25 tons, against 152 tons in July, 1936, as reported by the Produce Exchange.

**Jamestown, N. Y.**—The 22nd annual meeting of the Mutual Millers & Feed Dealers Ass'n will be held at the Hotel Jamestown Sept. 9 and 10.

**Des Moines, Ia.**—Ron Kennedy, sec'y of the Western Grain & Feed Dealers Ass'n, also will act as sec'y of the Independent Feed Dealers of Iowa.

**St. Louis, Mo.**—During July, St. Louis received 120 tons of hay, compared with 1,128 tons in July, 1936, and shipped 168 tons, compared with 684 tons in the same month a year ago.—W. J. Krings, Merchants Exchange.

**Raleigh, N. C.**—Feed manufacturers met here Aug. 12 and named a com'te to organize a state ass'n, with J. W. Jones of Statesville as chairman of the com'te. It was voted to work for the elimination of rice hulls from live stock feed.

**Des Moines, Ia.**—The Independent Feed Dealers of Iowa will hold its second annual convention at the Savery hotel, here Sept. 13-14. Officials of the organization, including Pres. Ralph Sprague, Oelwein, and Vice-Pres. L. R. McKee, Muscatine, promise a helpful program, filled with feed merchandising ideas, for all who attend.

**Lansing, Mich.**—The Michigan legislature which recently adjourned approved of a bill which requires the licensing of all manufacturers of feed, with a minimum license of \$5.00 per year on each brand of feed manufactured. A further stipulation in the bill requires all portable feed mills to be licensed and pay an annual license fee of \$25.

**Washington, D. C.**—Production during July of alfalfa meal was 26,970 tons and of distillers dried grains 10,050 tons, against 24,180 and 21,690 tons respectively during July, 1936, as reported by the Bureau of Agricultural Economics. For the 12 months ending July 31 the production was 311,990 tons alfalfa meal against 219,820 tons during the preceding 12 months, and of distillers dried grain 252,010 tons during the 12 months ending June 30, compared with 217,490 tons during the preceding 12 months.

### Co-operate in National Feed Week

**Indianapolis, Ind.**—Our Ass'n is going to co-operate in every way possible to make National Feed Week, Oct. 11 to 16, something worth while and beneficial to those of you who handle feeds. You should lose no time in formulating some plan which you propose to work out in your own locality. The *Feed Bay* will be glad to advise with you and assist in planning your local observance for this week. Stickers for your mail, newspaper articles for your local papers, suggestions of plans for exhibits, etc., are available thru this office. The stickers and large colored placards will be furnished you at actual cost of the printing and these you could use to good advantage locally.

Here's a real opportunity to let your entire community know that you are *actively engaged* in the feed business and they will better appreciate the service you are rendering them not only in furnishing them with good reliable feeds, but also in talking over their feeding problems with them. This campaign can be put over in a big way if you take the proper

interest in it and I am sure it will be money well spent by making out your plans and getting busy for your campaign immediately.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

### Feed Formula Utilizes Elevator By-Products

An efficient formula for a dairy feed that is now produced by a number of country elevators operating feed grinding and mixing equipment, utilizes the by-products of elevator operation, principally the chaff, screenings, silks, bits of husk, etc., from the corn cleaner.

This formula consists of 300 lbs. corn sheller cleanings, 50 lbs. ground oats, 50 lbs. ground corn, 100 lbs. soybean oil meal, 50 lbs. molasses and 5 lbs. salt.

Analysis of this feed shows over 14% crude protein, over 3% crude fat, and not more than 8% crude fiber.

### Wisconsin Feed Law Provision

A new section has been added to the new Wisconsin Feed Law, numbered and reading as follows:

94.72 Commercial Feed. (1) Definition. The term "commercial feed" shall be held to include all materials used for feeding animals or birds, except the following:

(a) Unmixed whole seeds or grains; as defined by United States grain standards.

(b) The unmixed meals made directly from and consisting of the entire grains of corn, wheat, rye, barley, oats, buckwheat, flaxseed, kafir, milo, and other seeds or grains. Such unmixed meals shall not be sold in violation of sub-section (3).

(c) Whole hays, straws, cottonseed hulls, stover and silage, when unmixed with other materials.

### Hay Well Ventilated Keeps Better

Better ventilation of hay stored in mows offers two practical advantages. Well ventilated hay keeps its quality better. It does not get so hot and there is less danger of fire from spontaneous heating. Mows with false floors to allow air to circulate under the piled hay, and mows with one or two open sides formed by studding are two devices for improving ventilation of stored alfalfa hay. Both worked well in practical tests. Good ventilation is particularly desirable if hay is not well cured and has to be put in the mow with more moisture than is desirable.

The Bureau of Chemistry and Soils who did experimental work, found that hay within about 6 feet of an open face retained its quality better than hay farther in.

These ventilation experiments are part of the investigation of the spontaneous heating of hay which the Bureau of Chemistry and Soils has had under way for several years. The tests were all with alfalfa hay, most of them with hay moister than farmers prefer to put in the mow. When hay was stored with less than 30 percent of moisture it kept well. Hay of a distinct brown color resulted when the moisture content of the hay as stored exceeded approximately 30 per cent. Ventilated storage had a good effect on hay quality since it reduced the quantity of brown and mouldy hay produced.

The Federal Trade Commission's applications for complaints increased during June from 921 to 964. Orders to cease and desist were given in 37 cases.



## Fattening Beef Calves on Milo

Experiments were conducted during the 1931-32, 1932-33, and 1933-34 feeding seasons in co-operation with the United States Department of Agriculture at its Field Station, located near Big Spring, Tex., comparing the feeding values of (1) unground threshed milo, (2) ground threshed milo, (3) unground milo heads, and (4) ground milo heads for fattening beef calves of weaning age.

The results of the three feeding trials show that the average gain made by the steers fed unground milo was 357 pounds as compared with 392 pounds for those fed ground milo. This is an advantage of 35 pounds gain per steer in favor of ground milo. But when gain per steer and hog gain per steer were combined, the advantage was reversed in favor of feeding unground grain. The average steer gain and hog gain per steer for the groups fed the unground milo was 465 pounds as compared with 419 pounds made by those fed ground milo. This is an advantage of 46 pounds per steer (hog gain included) in favor of unground milo.

The grain, when fed either threshed or in the head form, should be ground for fattening steer calves when it is not practical to follow the cattle with thrifty feeder pigs.

Steer calves of weaning age fattened in dry lot on either ground threshed or ground milo heads gained faster, finished better, and commanded a higher selling price after a six-months feeding period than similar steers fed on unground milo grain in either threshed or head form.

The average steer gain produced by ground milo as compared with unground milo was highly significant in favor of grinding.

The average steer gain produced by threshed milo was significantly greater than that produced by steers fed unthreshed milo.

Grinding increased gains and finish to a greater extent than did threshing.

The greatest gain and highest finish was produced by ground threshed milo; however, considering the usual price relation between milo grain and roughage, the advantages for threshing may not be great enough to warrant the expense of threshing and the waste of the head stems or pomace.

A feeding period of six months was sufficient to produce good to choice finish on steer calves when ground milo was fed, but was not sufficient when the milo was unground.

Hog gains per steer in the groups fed unground milo were approximately four times as great as those made by hogs following steers fed ground milo. However, considering the exceptionally low hog prices that prevailed during these experiments, the value of the total gains was greater when the ground grain was fed.

In these three trials, even with very cheap grain and little gain for finish in cattle, financial returns favored grinding; however, hog gains per pound were credited at only slightly more than fifty percent of the selling price per pound of the steers. If hog prices per 100 pounds live weight had been relatively the same as those prevailing for fat steers, the advantage in favor of grinding would not have been so great.

Also grinding the grain resulted in significant increases in steer gain, finish, and prices received, the accompanying data covering this study do not indicate that it is always profitable to grind the grain. The alternative method would be to salvage grain undigested by following the steers with hogs. This offers possibilities to the small stock farmer who is not equipped for grinding. In general the quality of pork produced should be improved by some additional feeding away from the cattle.

The small operator who is not equipped to grind may, under normal conditions, market his unground milo through fattening steers followed by a sufficient number of thrifty feeder pigs to utilize waste and undigested

grain. Feeder pigs weighing around 75 pounds at the beginning of the feeding operations can be used to follow feedlot steers fed unground milo grain when normal prices for beef and pork prevail. In this feeding test, 1 to 12 feeder pigs per steer were required for efficient utilization of the waste and undigested milo grain in instances where unground milo was fed. However, when ground milo grain was fed, more efficient use of the grain was made by the steers and only 0.2 pig per steer was required to utilize the waste or undigested grain.—Bull. 547, Texas Exp. Sta.

Leon M. Estabrook, former chief of the bureau of crop estimates, died Aug. 14 at Frederick, Md., after a long illness. He was 68 years of age. In 1923 he was called to Argentina by that government to develop a crop reporting system, and was director of the world census of agriculture undertaken in 1930 by the International Institute of Agriculture, Rome.

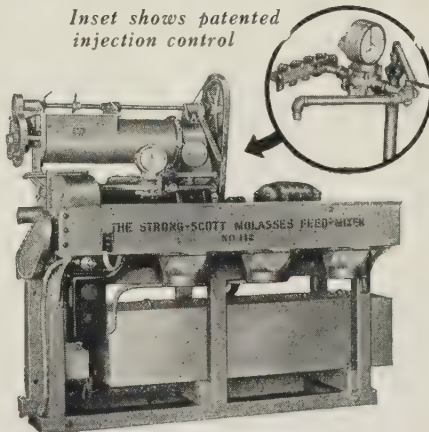
## Tagging Feeds in Florida

R. M. Field, pres. of the American Feed Manufacturers Ass'n, has obtained from Phil S. Taylor, supervising inspector, a modification of the tagging regulation issued by the Department of Agriculture of the state of Florida, in which it is stated:

"Thru oversight our notice to manufacturers did not include mention of the fact that unmixed materials, particularly imported products such as beet pulp, meal, etc., would not be required to be tagged in conformity with the ruling of the Attorney General. We recognize the difficulty in showing the actual manufacturer's name on such products. Materials properly registered by jobbers, brokers, etc., who assume full responsibility under the law for the quality of the goods, may be sold without carrying the name of the actual manufacturer upon the tag. It must be remembered, however, that this exemption does not apply to mixed feeds of any description."

## Well Built—by Men Who Know their Jobs— STRONG-SCOTT EQUIPMENT

Inset shows patented injection control

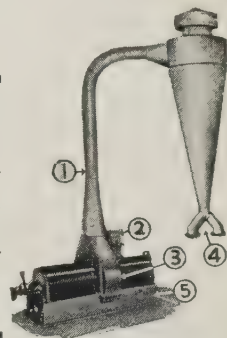


### Molasses Feed Mixer

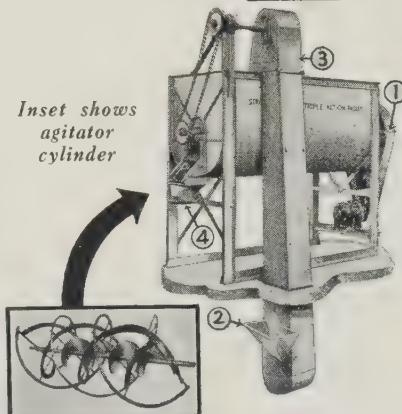
Makes lumpless, golden brown molasses feed. A patented process of molasses injection under metered control, not to be found in other mixers, assures highest prices for feed mixed by the Strong-Scott Molasses Feed Mixer.

### Pneumatic Attrition Mill

Eliminates Fire and Explosion Hazards. Feed is elevated through piping (1) by air and with no power required in addition to the grinding motors. Feeder (2) is non-choking and adjustable. Removable cover (3) gives easy access to grinding plates. Feed reaches sack or bin (4) thoroughly aerated and cool. Heavy base (5) and sturdy construction throughout, mean long life. Write for Price.



Inset shows agitator cylinder



### Triple Action Dry Feed Mixer

A complete unit operated by one man. Saves 25% to 50% in operating costs. 1—Combination V-Belt and Planetary gear drive cuts power costs. 2—Loading spout position optional. 3—Elevator leg—either side. 4—Handy sacking spout and gate.

Everything for Every Mill, Elevator  
and Feed Plant

The Strong-Scott Mfg Co.  
Minneapolis Minn. Great Falls Mont.



Write for  
Our New  
Feed Mill  
Equipment  
Booklet  
It Will  
Interest  
You



# Poultry Feeds and Feeding

An effort is being made by poultrymen to bring the summer meeting of the Northeastern Poultry Producers Council to New York state next year. The meeting this year is at New Brunswick, New Jersey, August 17, 18, and 19. At Orono, Maine, last year, about 1,000 persons attended the summer meeting.

Hens fed grain and pellets showed a decided preference for the grain, according to R. Fangauf and A. Haenfel, writing in Arch. Gefluegelk. The time required for hens to become accustomed to pellets depended on the extent to which other feed was limited and also on the shape of the pellets, since it is shown that hens distinguish between different shaped pellets or nuts. The feeding of pellets had no advantage in any respect over grain feeding and was considered a complete failure from an economic standpoint.

Results obtained in a series of trials by I. T. Maslieff and I. P. Denisoff with fowls indicate that in general grinding grain did not materially increase its digestibility. The digestibility of the fat in the ground grain averaged about 4.5 per cent higher than in whole grain, but this is considered insignificant. A ground mash ration was digested more rapidly than whole grains as determined by rate of passage through the digestive tract, consequently mash feeding would permit a relatively larger feed consumption within a given time.

## Signs of Vitamin E Deficiency

Where the food supply of the hen is poor in vitamin E, and depending upon how poor it is, a number of different degrees of hatching failure may result. Also, as will be shown later, since vitamin E passes out of the body of the hen thru the egg, different degrees of hatching failure or success may be experienced, in proportion to the extent to which the vitamin E supply, rich or poor, is divided down among the number of eggs produced. In other words, the heavier the production of the laying hen the higher the vitamin E requirement for uniformly high hatchability and the greater the effect of a vitamin E deficiency.

While we speak of varying degrees of hatching failure, to the poultryman, of course, there is only failure or success—a livable, salable chick or a wasted egg. Studying the degrees by which a successful hatch is missed, however, is useful as an indication of the degree of vitamin E deficiency.

The most extreme effect of vitamin E depletion is complete infertility. This occurs only experimentally but is proved.

Also indicating extreme vitamin E deficiency is the case where an egg shows fertilization but has a total lack of embryonic development and may be said to represent zero hatchability.

The next step, indicating the presence of somewhat more vitamin E, shows a commonly observed, tho not generally recognized, symptom of vitamin E deficiency—that of fourth or fifth day mortality. In this case, the embryo develops normally to the fourth or fifth day and then dies.

Next, in the scale moving toward vitamin E sufficiency, is the symptom of embryonic death at the fifteenth to seventeenth days. Here embryonic life has been extended, but vitamin E supplies are not sufficient to carry the embryo to maturity. It succumbs at the fifteenth, sixteenth, or seventeenth day.

A still narrower margin of vitamin E deficiency may permit the complete development of the embryo into a chick—and yet yield on the twenty-first day a chick that is weak, puny and totally unsalable. In this case, if the chick survives, it becomes

an easy host to any of the many 'chick infections and diseases.

## The Poultry Feed Situation

The feed situation in July, as represented by the Chicago feed-egg ratio, showed little change from June until the last week of the month. About 10 dozens of eggs were required to buy 100 pounds of poultry feed, tho at the end of July the amount required dropped to below 9 dozen. The feed-egg ratio has been from 30 to 50 percent above the 1925-34 average for June and July. It is not clear now whether the feed-egg ratio during the rest of the year will more nearly approach the 1925-34 averages of corresponding months, or whether it will near the levels of 1936. While feed prices are expected to fall, egg prices are not expected to rise by as much as usual, so that the ratio itself will not decline as rapidly as feed prices. The ratio is quite unlikely to go as low as its average.

The number of young chickens per farm flock on July 1 was estimated at 19 percent less than in 1936 and the smallest in the 13 years for which data are available. Partly this represents a smaller hatch and partly a sale of a larger proportion of young poultry than is usual during June.—Buro. of Agricultural Economics.

## Mineral Feed Men Will Meet

The Mineral Feed Manufacturers Ass'n will hold its fifth annual convention Sept. 2 and 3 in the Medinah Club, 505 N. Michigan Av., Chicago.

The first brief business session must begin promptly at 10 a. m., Thursday, since the meeting room must be cleared promptly at 12 noon.

Thursday afternoon will be devoted to a golf tournament and the annual dinner at the Tam o'Shanter Country Club, to which visitors will be driven by local members possessing automobiles.

W. E. Fuller, an authority on transportation problems, will speak Thursday morning on "Transportation."

Friday the speakers will be Dr. J. S. Hughes, of the Kansas Agricultural Experiment Station, on "Recent Developments in Mineral Feeds," and Dr. C. W. Carrick, head of the poultry department of Purdue University, on "Problems in Poultry Nutrition."

## Feed for Pullets and Hens

Editor Grain & Feed Journals: In issue of July 28, page 92, under caption "Feed for Pullets and Hens" in checking this formula we discovered our total number of pounds indicated that one item of 25 pounds was missing to make the total of 645 pounds. What was omitted?—The McManess Milling & Grain Co., Findlay, O.

Ans: The ingredient omitted is 25 pounds of alfalfa leaf meal. The complete formula should read as follows:

### Mash Formula

200 lbs. Yellow corn meal  
100 lbs. Wheat bran  
100 lbs. Wheat flour middlings  
100 lbs. Ground oats; 38-40 lbs. per bu.  
50 lbs. Meat scraps, not less than 50% protein  
25 lbs. Fish meal, not less than 50% protein  
25 lbs. Dried skim milk or dried buttermilk  
25 lbs. Alfalfa leaf meal  
15 lbs. Calcium carbonate (ground oyster shell or ground limestone with a content of not less than 96% calcium carbonate)  
5 lbs. Common salt

645 lbs.

### Grain Formula

200 lbs. Yellow corn whole or cracked  
100 lbs. Wheat

(See No. 3 below)

1. Add to the above 14 lbs. of cod liver oil, sardine oil, 85 U.S.P. vitamin D units per gram, or the equivalent of the cod liver oil vitamin A and D concentrates; or the

vitamin D supplement should be used as directed by manufacturers.

3. The above formula is recommended. However the grain mixture may be changed to include oats or barley when prices and quality warrant it, providing approximately one-half is composed of yellow corn.

CHECK  
YOUR  
FORMULAS  
with  
Laboratory  
Analyses

Protein, Fat, and Fibre  
—Feed or Grain—  
Analyzed at  
Reasonable Rates  
Runyon Testing Laboratories  
1106 Board of Trade Chicago, Illinois  
"Runyon Analyse Help Sell Feeds"

Triple XXX  
Alfalfa  
Meal

Use more of it—it's healthful



THE DENVER ALFALFA  
MILLING & PRODUCTS CO.

Merchants Exchange  
ST. LOUIS

LAMAR, COLO.

KELLY DUPLEX  
MILL MACHINERY



New 1937 Model  
Feed Mixer

With Latest Improve-  
ments at a New Low  
Price.

Write for details.

Everything  
for Mill and Elevator

The Duplex Mill & Mfg. Co.  
Springfield, Ohio

Practical  
Poultry Farming

By L. M. Hurd

This revised and enlarged edition is right up-to-date and contains all important discoveries in poultry raising made in recent years.

The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

Printed on enamel book paper from large type and well bound in cloth. 480 pages, 33 chapters, and 200 engravings. Weight 2 lbs. Price \$2.50 plus postage.

Grain & Feed Journals

Consolidated

332 S. La Salle St.

Chicago, Ill.



## Some Advance Vitamin Information for Poultrymen

By A. D. JACKSON, Chief, Division Publications.

Vitamin A is absolutely necessary to the health of the animal body. It has such a profound influence upon the normal function that it has been called the anti-infectious vitamin.

When human beings have an abundance of vitamin A they are less troubled with colds and sinus infection and a number of other infectious troubles. When chickens do not get enough vitamin A they develop infection in the throat and in their eyes. They develop nutritional colds and roup and do not grow normally. When the rations are deficient in vitamin A hens lay fewer eggs and the eggs that they do lay are deficient in this vitamin. If the breeding hens do not receive sufficient amount of vitamin A eggs do not hatch because of their low vitamin A content.

It has been shown in carefully conducted experiments that if the eggs may be expected to contain a high enough content of vitamin A to be of significance as a source of this vitamin when used for human food, the hens must receive large quantities of vitamin A. Much higher levels of vitamin A are needed for laying hens than for mere maintenance of bodily health of the hens.

The same requirement is found in the case of lactating dairy cows. After supplying the bodily needs of the cow much larger quantities of the vitamin are required in order to give the milk and butter the vitamin potency necessary to make it a rich source for the consumer.

It has been found with swine that if the vitamin A requirements for a pregnant sow are not fully met the embryonic pigs will not develop satisfactorily and most of them will be blind. Some of the other vital organs will be under-developed.

These facts have been developed by the Texas Station workers over a period of years and while the discoveries have been made when the scientists were working on animal nutrition problems their application to human nutrition and health is so obvious that medical science has made the fullest use of this knowledge. Scientists see the need for vitamin A in order that all organs of the body be properly developed and also to keep the body able to resist various and sundry infections.

R. M. Sherwood, Chief of the Division of Poultry Husbandry, and G. S. Fraps, Chief of the Division of Chemistry for the Texas Station, have been among the foremost workers with vitamins in their studies and are already well along with experiments designed to compare the vitamin A from several sources to determine if and to what extent there is a difference in the action of vitamin A coming from the different sources.

In their experiments at the present time they are using three levels of pure carotene to supply vitamin A and are also using the same three levels of vitamin A supplied by alfalfa leaf meal. In the first set of comparisons some differences have appeared. So that for the time being, while no exact recommendations can be made, it seems safe to suggest that the grain for the chick mash be yellow corn meal and that from three to five per cent of the mash be composed of alfalfa leaf meal.

In studies with vitamin D, Mr. J. Russell Couch, Poultry Husbandman at the Texas Station and Dr. Fraps have found that a good grade of cod liver oil or sardine oil is the most satisfactory source of vitamin D. The various experimenters have found that of the other fish oils tested, some resemble cod liver oil, several are not as good and a few are more effective. Until more tests are run poultrymen should use the proven oils, cod liver oil and sardine oil, to supply chickens with vitamin D when they are raised in the absence of sunlight. Chickens running in sunlight in

Texas probably receive all the vitamin D they need altho the vitamin D requirements vary with the amount of vitamins in the rations.

Eight different chemical forms of vitamin D have been recognized and artificially prepared but none of these have been identified with the vitamin D of fish oils which may contain many additional forms. Of the forms artificially prepared, irradiated cholestral oil is the only one found comparable to cod liver oil when fed to chickens. Mr. Couch advises against the use of irradiated vegetable oils or irradiated foods as vitamin D supplements to chick rations inasmuch as even one hundred times as much vitamin D in the form of irradiated ergosterol does not give as good results as cod liver oil.

## Oats Compared with Corn

The low price of oats at present lends interest to the possibility of displacing other feeds. After experimenting a series of 10 years on feeding oats to hogs the Illinois Experiment Station reports:

"Oats may be fed to growing-fattening swine to the extent of nearly half the ration without appreciably decreasing the rate of gain of the pigs."

In summarizing the many tests the station finds that pigs given no oats gained 1.46 pounds per day; one-third oats, 1.44 pounds; one-half oats, 1.38 pounds. The replacement value of ground oats was greater than with whole oats. The report adds:

The replacement value of whole oats averaged 59 pounds of corn and 7 pounds of supplement per 100 pounds of oats, whereas the ground oats replaced, on an average, 85 pounds of corn and 8 pounds of supplement. If sup-

## Feed Prices

The following table shows the closing bid price each week for October futures of standard bran and gray shorts, spot cottonseed meal, soybean oil meal, and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis		Kansas City	
	Bran	Midds	Bran	Shorts
May 29.....	31.75	38.50	22.00	27.50
June 12.....	26.50	33.50	18.90	22.50
June 26.....	20.50	28.50	19.40	23.50
July 10.....	27.00	32.00	21.26	25.50
July 24.....	26.00	33.50	18.50	22.50
July 31.....	21.50	27.50	17.35	20.25
Aug. 7.....	21.00	23.00	17.55	20.30
Aug. 14.....	19.50	22.00	17.15	19.20
Aug. 21.....	18.00	18.50	16.70	19.00

	St. Louis		Chicago	
	Bran	Shorts	Soybeans	Meal
May 29.....	24.10	29.00	162½	47.20
June 12.....	20.80	24.25	142½	43.20
June 26.....	21.35	24.75	131½	34.00
July 10.....	23.25	27.85	145½	35.00
July 24.....	20.65	24.00	1.25	37.00
July 31.....	19.45	22.00	no sales	36.00
Aug. 7.....	20.00	22.50	no sales	33.00
Aug. 14.....	19.20	21.25	no sales	34.00
Aug. 21.....	18.65	20.75	no sales	33.00

	Cottonseed Meal		Kansas	
	Ft. Worth	Memphis	City	Chicago
May 29.....	45.00	39.50	25.00	131
June 12.....	45.00	34.50	23.50	118
June 26.....	42.00	32.25	23.00	125
July 10.....	41.00	32.00	20.00	131
July 24.....	38.00	31.50	22.00	109
July 31.....	38.00	31.50	22.50	112
Aug. 7.....	35.00	29.00	22.00	115
Aug. 14.....	33.00	25.50	22.50	105
Aug. 21.....	31.00	....	22.00	101

plement is valued at three times the cost of grain, the whole oats would thus be 75 to 85 per cent as valuable as corn, and the ground oats would be 90 to 100 per cent as valuable as corn. There was some indication that as the proportion either of whole oats or of ground oats in the ration increased, their value decreased. Unless oats are as cheap per pound as corn, or cheaper, they probably cannot be used profitably in the ration of fattening pigs.



### WIZARD MIXERS

built strong and sturdy. New reduced prices make Wizard biggest mixer value on the market. 500, 1,000 and 2,000 lb. sizes. Write for prices and literature.

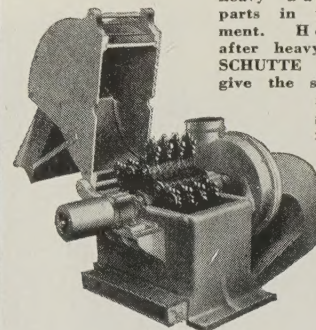
**MIDWEST STEEL PRODUCTS CO.**

728 E. Delaware Street  
KANSAS CITY, MO.

## There Are 10 Big Reasons WHY

so many elevator operators are selecting SCHUTTE Hammer Mills despite the terrific current competition.

This fool-proof grinder is built to last long after other grinders are in the junk pile. The heavy base maintains parts in perfect alignment. Hence, years after heavy operation a SCHUTTE grinder will give the same performance and fine grinding as on its first day.



Send for the 10 Big Reasons!

### Schutte Pulverizer Co.

27 Clyde Avenue

Buffalo, New York

## Poultry Production

by Lippincott and Card

(5th Edition—Revised)

Every elevator that grinds and mixes poultry feeds needs this new, quick-reference volume, devoted to practical management of poultry enterprises. Prepared by noted authorities, it includes 238 illustrations. Considers culling, prevention and cure of diseases, incubation, brooding, housing, ventilation, etc., and gives 63 pages to selection and compounding of feeds, to feeding methods and the nutrient requirements of poultry.

Bound in cloth, 723 pages, fully cross indexed. Weight 4 lbs. Price, \$4.00, plus postage.

### Grain & Feed Journals

Consolidated

332 S. La Salle St.

Chicago, Ill.



Corn Gluten Feed, Corn Oil Cake Meal,

Brewers' Dried Grains

Malt Sprouts

ANHEUSER-BUSCH

ST. LOUIS



## A Well-Equipped Elevator at Mortimer, O.

In operation for the North Baltimore Grain Ass'n. of North Baltimore, O., at Mortimer (Findlay p.o.), is a new 12,000 bu. cribbed and iron-clad elevator. The new structure is 20x30 ft. on the ground, with 30 ft. of cribbing to the top of its five overhead bins, and a cupola that extends 26 ft. above the tops of the bins.

Attached to the north side of the elevator is a driveway 12 ft. wide and having 15 ft. of clearance for the passage of large trucks. Both sides of the driveway are open, the south side being the elevator workfloor, the north side being the feed wareroom, mill workfloor, and office. The feed grinding and office unit is 20x42 ft., one story high, divided into a 20x12 ft. office, and 20x30 ft. of space for the wareroom and feed grinding and mixing division.

In the driveway is a 10 ton Howe truck scale with 22 ft. deck, its beam housed in the office. Beyond the scale deck are two pits, one for ear corn and one for small grains. Grain is dumped from trucks with a Sidney overhead, traveling truck lift.

The ear corn leg has a Sidney combined corn sheller and boot, served by an ear corn

drag from the ear corn pit; it elevates cobs and shelled corn together in 7x14 inch buckets. SKF ball bearings support the head shaft, which is driven by a 7½ h.p. geared motor thru a roller chain.

A Y in the spout from the head of the ear corn leg has a diverting valve, operated from the workfloor by ropes, to direct ear corn thru the Sidney cleaner in the cupola which separates the shelled grain from the cobs and husks; or thru a long spout that carries cobs and shelled corn together into a garner bin on the feed mill floor above the hammer mill in the basement.

The head shaft of the small grain leg is also carried on SKF ball bearings, and is driven by 5 h.p. geared motor thru a roller chain. This leg has a 13 inch rubber covered cup belt and 12x6 inch buckets.

The 1200 bu Eureka grain separator, and the 8 bu. Richardson automatic shipping scale are on the workfloor, served by spouts from the hopper bottoms of any of the five storage bins above the workfloor. Each of these machines empties shelled corn or small grain back into the boot of the small grain leg for re-elevation to bins or to the loading spout.

The Duplex hammer mill, protected with a magnetic separator, is in the full basement under the feed mill room. It is driven by a direct connected 40 h.p. Fairbanks-Morse mo-

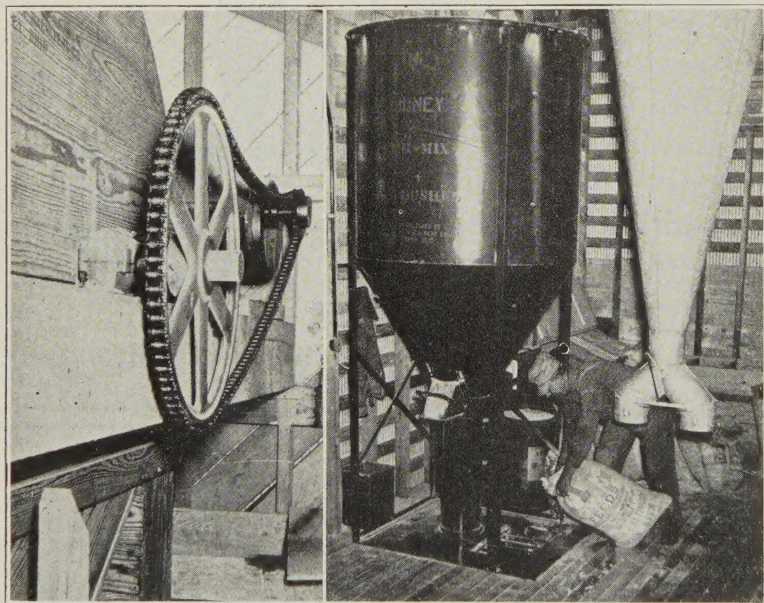
tor, and is served from a double garner bin setting directly above it on the mill floor. The Sidney Kwik-Mix, 80 bu. vertical feed mixer, run by a 5 h.p. geared motor, sets next to the service door on the feed mixing and warehouse floor.

Setting apart from the elevator, served thru a spout from the corn cleaner in the cupola, is the dust house, well ventilated thru its roof by slatted louvers. Cobs are spouted some distance from the elevator, where a cob burner will be built.

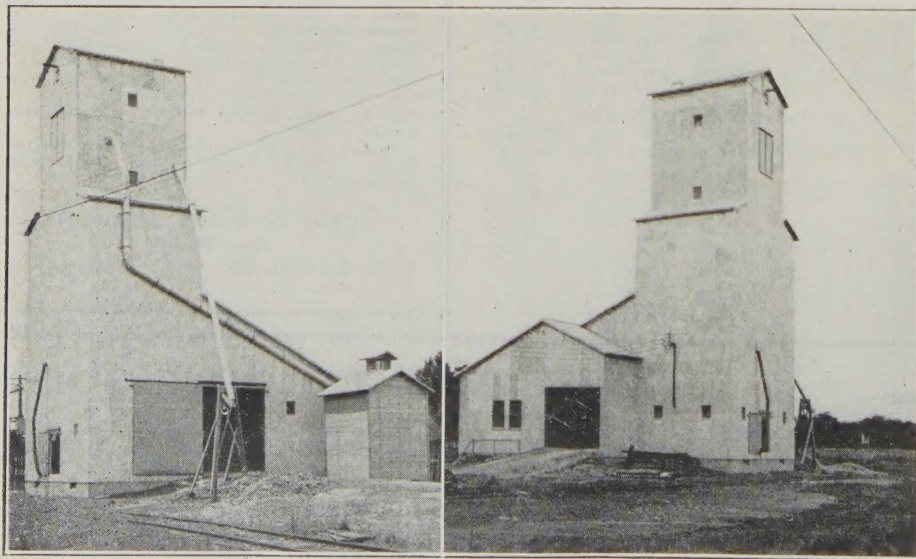
At Mortimer the North Baltimore Grain Ass'n handles grain, seeds, flour, feed and coal. It manufactures poultry mashes and scratch feeds under its "R Own" brand for local sale.

The new elevator, compact and capable of being operated with a minimum of power and labor, sets on a side track of the Nickel Plate railroad. It is managed locally by J. F. Neuman.

Willis Combs, for many years grain supervisor at Boston, New York and Buffalo and more recently at Chicago on the staff of General Field Headquarters of the Grain Division, has been appointed senior marketing specialist to head the project "The Country Marketing and Grading of Grain," in the Extension Service, operating from the office of the Sec'y of Agriculture, a branch directed by C. W. Warburton. Mr. Combs has been active in promoting the grain grading schools held so successfully by the grain exchanges, and his promotion is a deserved recognition of his ability.



Ball Bearing Head Drive—Mgr. J. F. Neuman Loading Vertical Mixer of North Baltimore Grain Ass'n.



New Elevator of North Baltimore Grain Ass'n, Mortimer, O.

## Grain Storage Receipts

A written receipt is indispensable to grain dealers who store grain for farmers. This receipt records the amount, kind, and grade of grain, and sets forth terms of storage as follows:

"Stored grain will be purchased at ..... per bushel under the Chicago..... future, settlement to be made on or before ..... 19..... at which date the grain described herein will be considered sold.

"Storage must be paid for at the rate of ..... for the first ..... days, and at the rate of ..... per bushel per (month, day) thereafter until sold, this charge to include fire insurance. Deterioration and shrinkage at owner's risk."

Grain Storage Receipt book contains 75 originals of goldenrod bond paper, 75 duplicates of manila, 3 sheets of carbon, and heavy, pearl-grey pressboard covers. Shipping weight, 1 lb. Order Form 15SR. Price 95c each, or 3 books for \$2.50, plus postage.

## Grain & Feed Journals

Consolidated

332 S. La Salle St. Chicago, Ill.

## Crop Delivery Records

Designed particularly for grain dealers receiving a number of loads of grain from the same farmer, as when an entire crop is marketed by helpful neighbors. Simplifies and expedites recording of each load delivered. Two tickets to a leaf so that loads from two farmers may be separately recorded without turning a leaf. Lines for recording 23 loads on each ticket. Space provided at bottom of each ticket for total net pounds, net bushels, check number, and amount given in settlement. 120 tickets, size 5¼x8½ inches. Duplicating. Originals of goldenrod bond paper, duplicates of manila. Spiral bound so that book lays absolutely flat, or may be folded back upon itself in open position to facilitate entries. Shipping weight 2 lbs. Order Crop Delivery Record Form 69 Spiral. Price \$1.20, plus postage.

## Grain & Feed Journals

Consolidated

332 S. La Salle St. Chicago, Ill.



## GRAIN & FEED JOURNALS Consolidated

### Miller-Tydings Price Resale Bill

Price-fixing under the Miller-Tydings bill, approved Aug. 18 by the President, is limited to the producer or distributor whose commodity bears his trade-mark. He can set the price at which his own trade-marked article is to be retailed. The effective Sec. 1 reads:

Section 1. Every contract, combination in the form of trust or otherwise, or conspiracy in restraint of trade or commerce among the several states, or with foreign nations, is hereby declared to be illegal: Provided, That nothing herein contained shall render illegal, contracts or agreements prescribing minimum prices (or other conditions) for the resale of a commodity which bears, or the label or container of which bears, the trademark, brand, or name of the producer or distributor of such commodity and which is in free and open competition with commodities of the same general class produced or distributed by others, when contracts or agreements of that description are lawful as applied to intrastate transactions, under any statute, law, or public policy now or hereafter in effect in any state, territory, or the District of Columbia in which such resale is to be made, or to which the commodity is to be transported for such resale, and the making of such contracts or agreements shall not be an unfair method of competition under section 5, as amended and supplemented, of the Act entitled An Act to create a Federal Trade Commission, to define its powers and duties, and for other purposes, approved Sept. 26, 1914.

### Calcium-Phosphorus Ratio of Common Minerals

By G. BOHSTEDT, University of Wisconsin.  
Most mineral mixtures used for dairy cattle in north central states have a greater excess of calcium over phosphorus than is physiologically correct. A common relationship of these two elements in both home-mixed and commercial mineral mixtures is the presence of 4 to 8 parts of calcium for every 1 part phosphorus, by weight. This means that such mixtures contain fully as much, frequently two or three times as much, ground limestone as bone meal, or minerals equivalent to these two typical mineral feeds. It is suggested that this relationship is an illogical one for dairy cattle that, if in need of additional minerals at all, are primarily in need of phosphorus rather than calcium. The frequent occurrences of pica or phosphorus deficiency diseases of cattle in various countries are abundant proof of this. On the other hand there are no widespread corresponding occurrences of calcium deficiencies in cattle, and recent work at Minnesota has shown that dairy cattle may grow, reproduce, and produce milk successfully on rations that are low in calcium. While it is recognized that the need of dairy cattle for calcium must be met, this element in practical rations is not apt to be as critical an element as is phosphorus.

It has been demonstrated by U. S. D. A. workers that a favorable Ca:P ratio in dairy cattle rations is less than 2 parts calcium for every 1 part phosphorus, by weight. In case of a phosphorus deficiency, it is obviously impossible to correct it and still have the ration remain at or below the 2Ca:1P ratio by feeding mineral mixtures that have from 4 to 8 parts calcium to every 1 part phosphorus. That this is what dairymen are doing, or are asked to do, is proved by the situation in Wisconsin which is also typical for neighboring states.

For the year 1937 there are 47 mineral manufacturers in Wisconsin and 5 other states who have registered their products with the State Department of Agriculture and markets. Of the 47 firms, 4 have as their entire output non-phosphate minerals, or therefore primarily limestone and oyster shells. One firm produces dicalcium phosphate. Six have mineral mixtures for cattle which mixtures on the basis of their guarantee have a calcium:phosphorus ratio averaging 2.7:1, and varying from 2.0:1 to 3.4:1. But the remaining 36 firms, or therefore the vast majority, prepare and sell cattle mineral mixtures with a calcium:phosphorus ratio averaging 5.9:1, with a range of 4.1:1 to 11.3:1.

Thus even the lower ratio represents mixtures having as much as 1 part high calcium limestone to 1 part steamed bone meal.

It is pointed out that wheat bran, linseed meal, cottonseed meal or similar protein concentrates in dairy rations in large part take care of the need for phosphorus. If the use of such feeds is not called for in practical rations and if the roughage has been grown on phosphorus-poor soil, it may be advisable to use a suitable grade of bone meal, bone black, rock phosphate (with fluorine removed), or other phosphates having 1 part or more phosphorus for every 2 parts of calcium.—Journal of Dairy Science.

Eleven refiners ground 3,432,698 bus. of corn during July, against 6,303,890 bus. in July, 1936, as reported by the Corn Industries Research Foundation.

### \$25,000 and a Girl

Walter Kupfer, Crete, Neb., clerk in the office of the Crete Mills, got married Aug. 17. He married Miss Oma McInay, who five years ago worked in the same office.

An enthusiastic Shriner, Mr. Kupfer insisted that Miss McInay buy a ticket to a national Shrine contest. When she declined, he bought a ticket for her.

"Anything I win, I'll split with you," laughed the young lady when she was handed the ticket.

Sure enough, Miss McInay won, and true to her jesting promise, divided the \$50,000 with her benefactor. That was how the romance started.

Now they are married.

# 600-12,090 Pounds to Bushels

## Direct Reduction Grain Tables

32 lbs. per bushel — OATS

Weight (Lbs.)	Bushels	Weight (Lbs.)	Bushels	Weight (Lbs.)	Bushels	Weight (Lbs.)	Bushels
600	18.75	1000	28.12	1400	43.75	1800	56.25
610	19.06	1010	28.44	1410	44.06	1810	56.56
620	19.38	1020	28.75	1420	44.38	1820	56.88
630	19.69	1030	29.06	1430	44.69	1830	57.19
640	20.00	1040	29.38	1440	45.00	1840	57.50
650	20.31	1050	29.69	1450	45.31	1850	57.81
660	20.63	1060	30.00	1460	45.63	1860	58.12
670	20.94	1070	30.31	1470	45.94	1870	58.44
680	21.25	1080	30.63	1480	46.25	1880	58.75
690	21.56	1090	30.94	1490	46.56	1890	59.06
700	21.88	1100	31.25	1500	46.88	1900	59.38
710	22.19	1110	31.56	1510	47.19	1910	59.69
720	22.50	1120	31.88	1520	47.50	1920	60.00
730	22.81	1130	32.19	1530	47.81	1930	60.31
740	23.13	1140	32.50	1540	48.13	1940	60.62
750	23.44	1150	32.81	1550	48.44	1950	60.94
760	23.75	1160	33.13	1560	48.75	1960	61.25
770	24.06	1170	33.44	1570	49.06	1970	61.56
780	24.38	1180	33.75	1580	49.38	1980	61.88
790	24.69	1190	34.06	1590	49.69	1990	62.19
800	25.00	1200	34.38	1600	50.00	2000	62.50
810	25.31	1210	34.69	1610	50.31	2010	62.81
820	25.63	1220	35.00	1620	50.63	2020	63.12
830	25.94	1230	35.31	1630	50.94	2030	63.44
840	26.25	1240	35.63	1640	51.25	2040	63.75
850	26.56	1250	35.94	1650	51.56	2050	64.06
860	26.88	1260	36.25	1660	51.88	2060	64.38
870	27.19	1270	36.56	1670	52.19	2070	64.69
880	27.50	1280	36.88	1680	52.50	2080	65.00
890	27.81	1290	37.19	1690	52.81	2090	65.31
900	28.13	1300	37.50	1700	53.13	2100	65.62
910	28.44	1310	37.81	1710	53.44	2110	65.94
920	28.75	1320	38.13	1720	53.75	2120	66.25
930	29.06	1330	38.44	1730	54.06	2130	66.56
940	29.38	1340	38.75	1740	54.38	2140	66.88
950	29.69	1350	39.06	1750	54.69	2150	67.19
960	30.00	1360	39.38	1760	55.00	2160	67.50
970	30.31	1370	39.69	1770	55.31	2170	67.81
980	30.63	1380	40.00	1780	55.63	2180	68.12
990	30.94	1390	40.31	1790	55.94	2190	68.44
1000	31.25	1400	40.63	1800	56.25	2200	68.75
1010	31.56	1410	40.94	1810	56.56	2210	69.06
1020	31.88	1420	41.25	1820	56.88	2220	69.38
1030	32.19	1430	41.56	1830	57.19	2230	69.69
1040	32.50	1440	41.88	1840	57.50	2240	70.00
1050	32.81	1450	42.19	1850	57.81	2250	70.31
1060	33.13	1460	42.50	1860	58.12	2260	70.62
1070	33.44	1470	42.81	1870	58.44	2270	70.94
1080	33.75	1480	43.13	1880	58.75	2280	71.25
1090	34.06	1490	43.44	1890	59.06	2290	71.56
1100	34.38	1500	43.75	1900	59.38	2300	71.88
1110	34.69	1510	44.06	1910	59.69	2310	72.19
1120	35.00	1520	44.38	1920	60.00	2320	72.50
1130	35.31	1530	44.69	1930	60.31	2330	72.81
1140	35.63	1540	45.00	1940	60.62	2340	73.12
1150	35.94	1550	45.31	1950	60.94	2350	73.44
1160	36.25	1560	45.63	1960	61.25	2360	73.75
1170	36.56	1570	45.94	1970	61.56	2370	74.06
1180	36.88	1580	46.25	1980	61.88	2380	74.38
1190	37.19	1590	46.56	1990	62.19	2390	74.69
1200	37.50	1600	46.88	2000	62.50	2400	75.00

Large  
Clear  
Type

32  
48  
56  
60  
70  
75

No  
Eye  
Strain

Reducing pounds to bushels without loss of time or expensive errors during the rush of grain to market is accomplished by the use of Clark's Direct Reduction Grain Tables. These 12 tables are printed from large clear type on seven cards of heavy six ply tough check. The spiral binding prevents the exposure of more than one table at a time; permits all cards to lie flat; keeps cards in regular sequence and wide open where wanted.

The correct number of bushels and pounds over in any weight of grain from 600 to 12,090 pounds is shown at the immediate right of the given weight. Open spaces between groups of five weights and rules between columns minimize the opportunity for error in reading.

The seven cards are 10 $\frac{3}{4}$ x12 $\frac{3}{4}$  inches with marginal index and spiral wire bound across top so as to facilitate quick reference to any table. No calculations necessary. These convenient tables show the reduction of any weight from 600 to 12,090 pounds to bushels of 32, 48, 56, 60, 70 and 75 lbs. by 10 pound breaks. Price \$1.50 plus postage. Weight 2 lbs. Order 3275 Spiral.

## Grain & Feed Journals

Consolidated

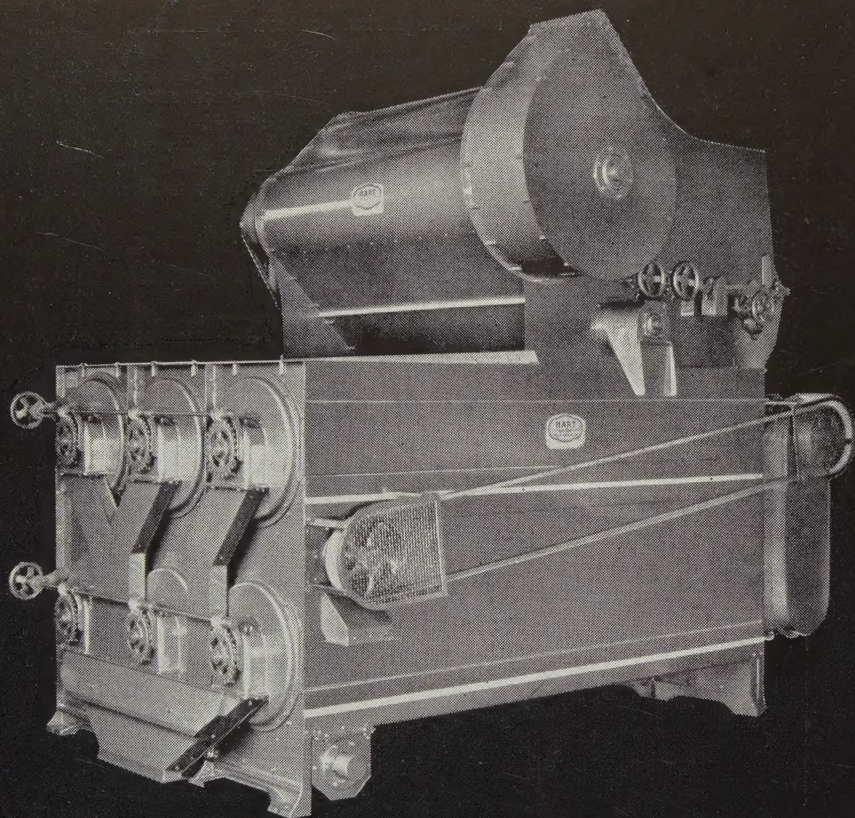
Headquarters—Books for Grain Dealers

332 S. La Salle St.

Chicago, Ill.



# New Width Grader



**WILL MAKE  
EXTRA PROFITS  
ON THIS  
YEAR'S CROP**

## LET YOUR OWN GRAIN TELL THE STORY

The quickest way to find out what the new Hart Uni-Flow Width Grader can mean to you in dollars and cents is to send in a sample of your own grain for test grading. The Hart Uni-Flow Width Grader, announced last month, holds the key to extra profits from this year's crop. With the amount of thin grain coming through, there is real money to be made this year in the close grading of thin and plump grain. The Hart Uni-Flow Grader gives an accurate width separation at high capacity and low operating cost—needling and grading barley, and grading wheat, durum, rye and oats. A unique feature is its wide flexibility without change of equipment. Size up the value of this new equipment to you on the basis of what it will actually do in improving the test weights and marketability of your own grain. Mail a 25-lb. sample to Hart-Carter at once. Specify the width grading test, and state capacity desired.

*Send in  
25 lb. Sample  
for  
Test Cleaning*



# HART-CARTER COMPANY

CARTER-MAYHEW DIVISION

710 Nineteenth Ave., N. E.

Minneapolis, Minnesota